

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 90

FEBRUARY 3, 1934

Number 5



PROVED by TIME!

When NUSOY was first advertised on the front cover of THE NATIONAL PROVISIONER about a year ago many conservative packers said: "This looks very interesting, but we have heard similar claims before, which proved disappointing when tested, and we have seen

many newcomers come and go. We will keep NUSOY under observation and watch its progress."

Since then each additional NUSOY announcement on this page has met with increasing interest in high places, and executives who have taken the trouble to investigate us and at the same time try NUSOY have discovered to their pleasant surprise that both the product and the organization behind it are *different* — and here to stay.

NUSOY is made primarily for human use by a patented process in this modern \$500,000 plant. Dun and Bradstreet will testify to our stability.

AMERICAN SOYA PRODUCTS CORP.

Evansville, Indiana, U. S. A.

A MODERN AID to MODERN PACKERS

NUSOY

is unexcelled for binding qualities.

NUSOY

gives astonishing gains in meat loaf yields.

NUSOY

gives distinctive new appearance to loaves.

NUSOY

acts as a superior absorbent-binder.

NUSOY

eliminates slimy, greasy-looking loaves.

NUSOY

is equally good for all sausage varieties.

WRITE FOR
FREE SAMPLE!



Copyright, 1934, American Soya Products Corp.

IMPROVE THE QUALITY OF *Your* PORK SAUSAGE

QUALITY FEATURES:

Scientifically designed steel feed screw.

Large cylinder throat for fast feeding.
Highest quality knives and plates.

Heavy tapered roller thrust bearing,
directly back of feed screw, eliminates friction and heating.

Exclusive design drain flange, between cylinder and bearing, prevents juices from entering bearing and oil from leaking into meat.

Silent Chain drive, practically noiseless.



Five sizes—
Motor or pulley drive.

THE "BUFFALO" Grinder is furnished with specially designed feed screw to turn out finest quality pork sausage. But this machine chops either beef or pork perfectly—clean and fast—without heating or mashing. It represents the highest standard of mechanical skill; approved design, superior materials and heavy construction. As for performance, the C. A. DURR PACKING CO. writes:

"The 'BUFFALO' Meat Grinder is doing duty every day and we have run millions and millions of pounds of meat through it. We have had no repairs of any kind, outside of supplying new plates and knives as they wear out. This machine is good for many more years of service."

"BUFFALO" Meat Grinder

JOHN E. SMITH'S SONS CO.

BUFFALO, N.Y., U.S.A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment



Chicago Office: 4201 S. Halsted St., Phone Boulevard 9020

Western Office: 1316 E. Slauson Ave., Los Angeles, California

Canadian Office: 189 Church St., Toronto, Ontario

Speed
stops.
interru
More

THE
Chi

YOU DEMANDED THIS TIRE

SO GOODYEAR BUILT IT



Packers, Meat Manufacturers—the truck tire you have wanted is here. Goodyear built it. It meets your particular requirements.

- Patented Supertwist Cord construction—up to 61% greater strength—and come-back. This means longer tire life, more miles.
- Carcass rubber chemically toughened—greater blow-out protection.
- Improved high shoulder tread shape—flat, wide, road contact means longer wear, better traction.
- Improved bead construction—strength for severe sideswaying of heavy loads.
- Greater traction—The famous Goodyear All-Weather tread provides maximum traction.

Goodyear tires are Money Savers. They save you money because for these exclusive Goodyear features you *pay no premium*.

See the Goodyear dealer near you.
More tons are hauled on Goodyear Tires than on any other kind.

Speed for faster deliveries. Traction for many starts and stops. Strength for the heavy loads. Dependable for uninterrupted service. Endurance that means Long Life, More Miles—Economy.

GOOD  **YEAR**
TRUCK TIRES

-Money savers



You can offset rising costs with the economy



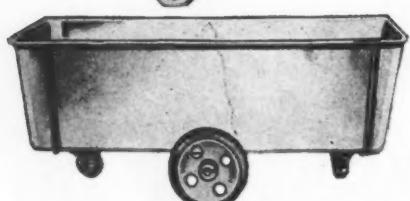
of "Wear-Ever" Aluminum Steam Jacketed Kettles



"Wear-Ever" Kettles are available either with or without covers.



"Wear-Ever" Steam Jacketed Kettle, shallow type, is jacketed to the top. Insures maximum cooking results at unusually low cost. Available in 5 to 150 gallon capacities.



"Wear-Ever" wrought sheet aluminum is used to excellent advantage in this Meat Truck Body. Non-absorbent, light to move, safe to use, seamless and easy to keep clean. Made to order in any size; one illustrated: 5 ft. long, 2 ft. average width, 18 in. deep.

THE economy of "Wear-Ever" Steam Jacketed Kettles is more than ever essential to help you obtain a reasonable measure of profit.

"Wear-Ever" Kettles cost less to buy . . . and never need retinning. They resist the bite of meat acids and moisture-laden atmosphere. They heat quickly, uniformly . . . and more important, retain that heat. *You use less steam in cooking! And get thorough, even cooking!*

Add to these many economies this important advantage: "Wear-Ever" Kettles never impart a foreign color or metallic flavor to the product. Made of dense, hard, wrought, non-porous sheet aluminum they are easy to clean.

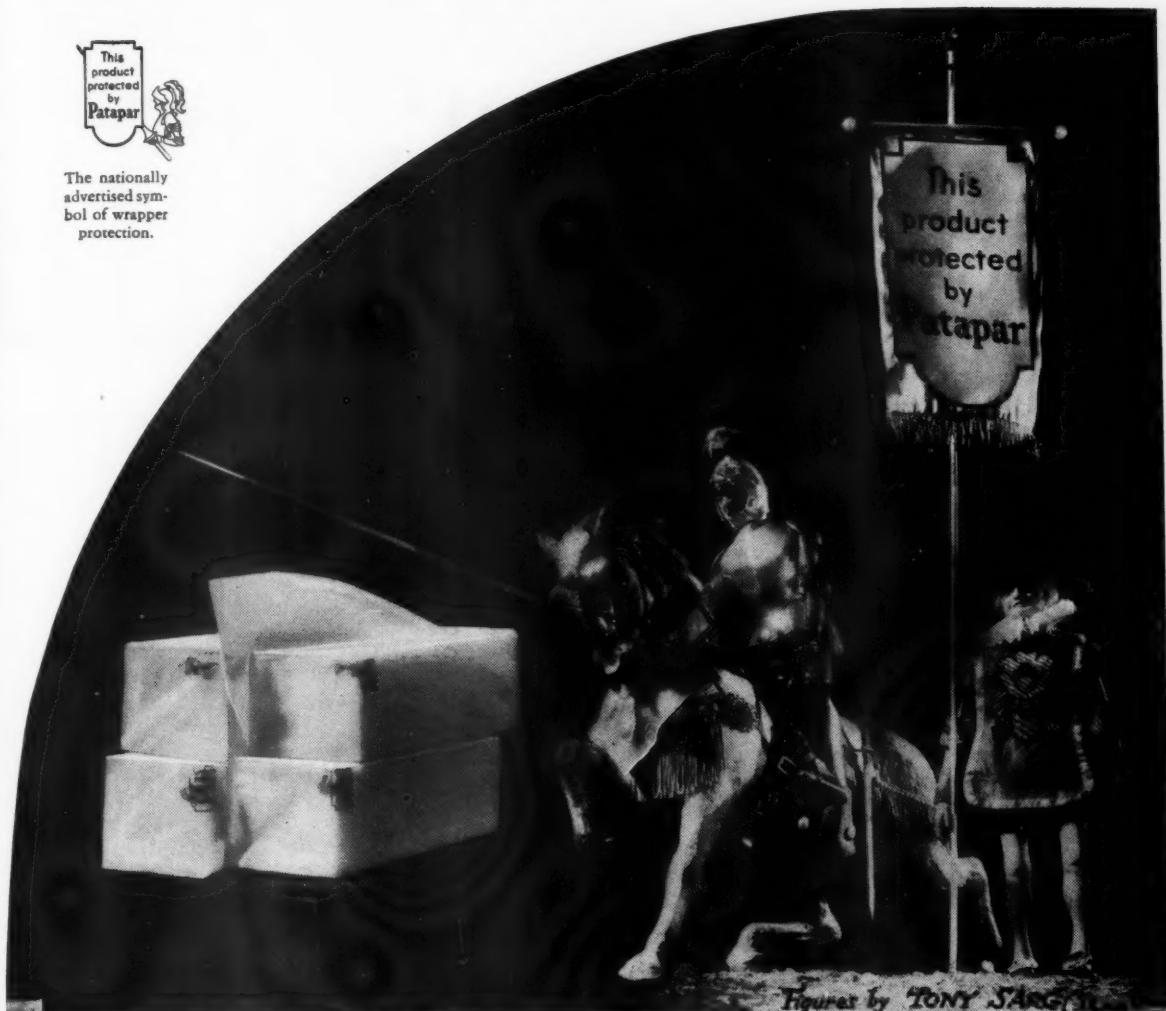
Don't hesitate to ask the assistance of "Wear-Ever" engineers on your equipment layout. They offer you practical helpfulness based upon thirty-four years' experience in the manufacture of aluminum cooking equipment. Write also for illustrated catalog. Address, THE ALUMINUM COOKING UTENSIL COMPANY, Desk B, 470 11th Street, NEW KENSINGTON, PENNSYLVANIA.

"Wear-Ever"
ALUMINUM COOKING UTENSILS
THE STANDARD - MADE OF THICK, HARD SHEET ALUMINUM





The nationally advertised symbol of wrapper protection.



Hail the Champion of Good Food!

GOOD NEWS for users of printed Patapar wrappers! Tony Sarg, famous creator of marionettes, comes to aid you in putting on a *real show*. All through 1934 his fascinating little figures will parade through the pages of the big national magazines. They will tell the story of Patapar protection for foods in a new and refreshing way. Watch for their appearances in the Saturday Evening Post, Time, Fortune, Herald-Tribune and New York Times Sunday Magazines.

Patapar

THE POPULAR NAME FOR PATERSON VEGETABLE PARCHMENT

Every firm using printed Patapar wrappers may arrange to benefit from this program by including the Keymark on its printed sheets. The Keymark comes in 2 sizes, $\frac{3}{4}$ " and 1" high. There is no extra charge for this service. *Paterson Parchment Paper Company, Bristol, Pennsylvania. Branch Sales Offices: New York, Chicago, San Francisco.*

Paterson Vegetable Parchment

Insoluble and Grease-proof . . . Keeps its full strength when wet

How to Improve YOUR JELLIED MEATS



The outstanding clarity, jelly value and neutral taste of Wilson's Gelatine will go far towards improving the quality of your jellied meats.

Your assurance of the utmost in quality is the fact Wilson's gelatine complies with all state and federal pure food regulations. Wilson gelatine bears the endorsement of the Committee on Foods of the American Medical Association.

Place the burden of proof on us. Samples and quotations furnished upon request...no obligation in the least.

WILSON & CO.
CHICAGO



WILSON PURE FOOD GELATINE . . . THE STANDARD OF THE GELATINE INDUSTRY

BOAST OF MILK CONTENT... *and* BOOST



SAUSAGE SALES!

Progressive states and municipalities are definitely recognizing the value of dry skim milk in sausage by amendments to their Pure Food Laws encouraging its use, because milk is a wholesome, helpful supplement in all ground meat products.

Dry skim milk is fresh pure milk from which the water and fat have been removed. It enriches your product—in

fact, has higher food value than either the sausage meat itself or any other non-meat ingredients commonly used in sausage.

Valuable information about the use of milk solids to make more salable sausage, meat loaves and similar products is contained in our Bulletin No. 801. Your copy is free for the asking.

Use the Coupon!

AMERICAN DRY MILK INSTITUTE, INC.

Room 1320, 221 N. La Salle St., Chicago, Illinois

Milk
DRY SKIM
Milk

AMERICAN DRY MILK INSTITUTE, INC.
Room 1320, 221 N. La Salle St., Chicago, Ill.

Please send me the Bulletin No. 801 "Dry Slim Milk in Meat Products."

Name _____

Firm _____

Address _____

City _____ State _____

Sturdiness

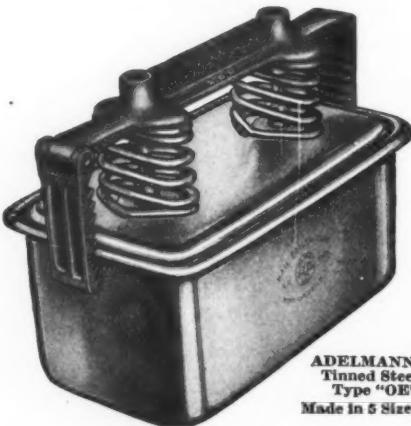
backed up by

Performance

Strong, sturdy ham boilers are a necessity, but they must back up their strength and long life with *results*. ADELMANN Ham Boilers do this and more. Throughout their long life they perform efficiently and economically, producing boiled hams of such superior quality that they repay their low cost many times because of decreased costs and the multiplied profits.

The exclusive elliptical yielding springs distribute their steady, even pressure over the entire cover. Cover tilting is eliminated—hams are allowed to expand while cooking. The self-sealing cover insures that the ham will cook in its own juice, greatly increasing quality and flavor.

ADELMANN Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal and Nirosta Metal. Write for complete details and trade-in schedules today!



ADELMANN
Tinned Steel
Type "OE"
Made in 5 Sizes

| No. | Capacity | Length | Width | Depth |
|-------|----------|--------|-------|-------|
| 1-0-E | 8 lbs. | 11 | 5½ | 4½ |
| 2-0-E | 12 lbs. | 12 | 6½ | 5½ |
| 6-0-E | 15 lbs. | 12½ | 6½ | 5½ |
| 02G-E | 10 lbs. | 12 | 5½ | 5½ |
| 02X-E | 12 lbs. | 11 | 6 | 5½ |

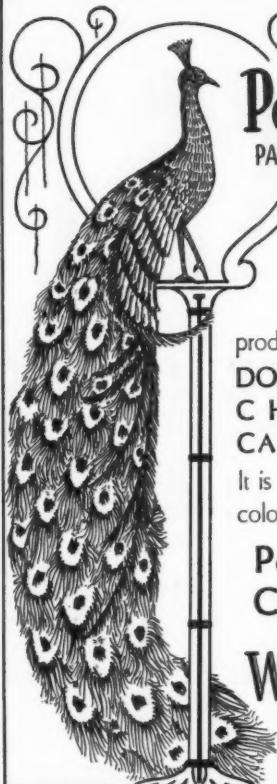
ADELMANN—"The Kind Your Ham Makers Prefer"

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.



CHICAGO OFFICE: 332 S. MICHIGAN AVE.
European Representatives: R. W. Boillans & Co.,
6 Stanley St., Liverpool & 12 Bow Lane, London—
Australian and New Zealand Representatives:
Gollin & Co., Pty. Ltd., Offices in Principal Cities—
Canadian Representative: Goold, Shapley & Muir
Co., Ltd., Brantford, Ont.

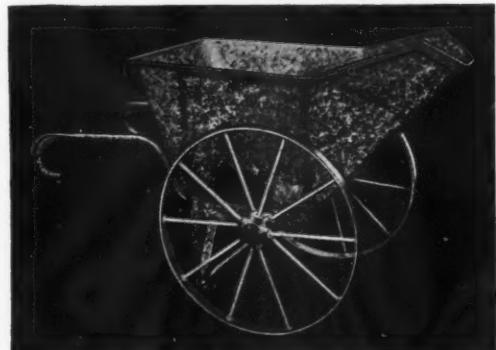


PEACOCK BRAND
PACKINGHOUSE SPECIALTIES

Due to an ever increasing demand for a brighter color on frankfurters, we produced our **DOUBLE STRENGTH CHERRY RED CASING COLOR** It is now the leading casing color in our line of **Peacock Brand Certified Colors**

W·J. Stange Co.
CHICAGO

Jack of Many Trades



"Hallowell" Tank Charging Truck

Just the Truck around the Packing Plant when a round nose Dump Cart comes in handy—which is often.

The "HALLOWELL" built exceptionally strong, stands the racket; has rounded corners; is galvanized and sanitary throughout.

Furnished heavily galvanized or of Monel Metal as preferred.

The "Hallowell" Line Is Fully Described in Packing Plant Equipment Bulletin 449

STANDARD PRESSED STEEL CO.

BRANCHES
BOSTON
CHICAGO
DETROIT

JENKINTOWN, PENNA.
BOX 550

BRANCHES
NEW YORK
SAN FRANCISCO
ST. LOUIS

100%

BOSS-EQUIPPED



Henry Fischer Packing Co.

INCORPORATED

PORK AND BEEF PACKERS

1860 MELLWOOD AVENUE

Louisville, Ky.

January 23rd, 1934

The Cincinnati Butchers' Supply Corp.,
1976 Central Avenue,
Cincinnati, Ohio.

Gentlemen:

Attention: MR. JOHN J. DUPPS, Jr.

For the past six weeks we have been operating in our new Abattoir Building and assuming it may be of interest to you, we are very much pleased with the operations performed therein.

While the building and arrangement of equipment on the Killing Floor as well as the Lard and Casing Departments are very modern and practical, we feel that much credit for the successful operation is due to your latest type "BOSS" Machines which are installed thruout.

It shall be our pleasure to welcome any of your friends or prospective purchasers to view this equipment in operation.

Yours very truly,

HENRY FISCHER PACKING COMPANY

C. Fischer



The Cincinnati Butchers' Supply Corporation

3907-11 S. Halsted St.
Chicago, Illinois

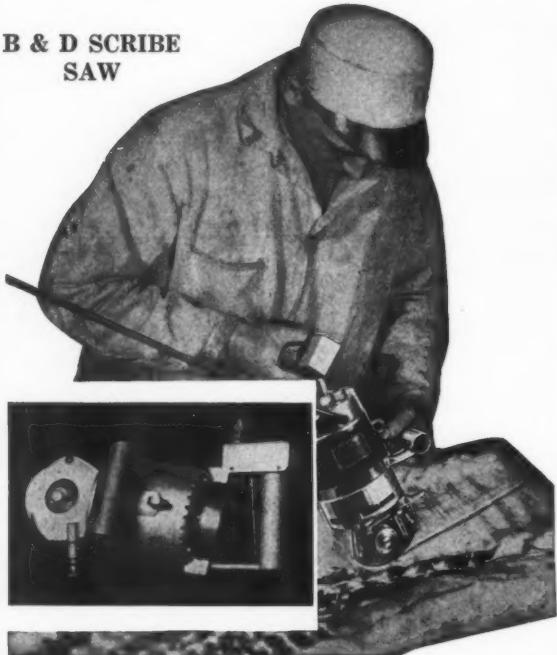
Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

1972-2008 Central Av.
Cincinnati, Ohio



MANY IMPROVED FEATURES ASSURE "QUALITY PRODUCT"

B & D SCRIBE
SAW



- Gears** are larger and heavier, giving double life and strength. Inclosed in frame, making it acid and dirt proof. Gears revolve in grease which is applied with a grease gun.
- Motor** has 25% more power. Connections to motor and line assemble in switch box so that no wires need be cut for cleaning or repair work.
- Switch** has more positive lever control, insuring longer life.
- Bearings**. Larger annular ball bearings in motor heads.
- Ball Races** have been increased in size to insure longer life.

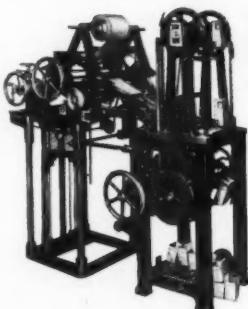
LIBERAL TRADE-IN

The liberal trade-in allowance being offered on the purchase of new B & D SCRIBE SAWS makes this the ideal time to replace your worn, obsolete saws. Write for complete details.

B & D SCRIBE SAW

Best & Donovan
SOLE DISTRIBUTORS
332 S. Michigan Ave. Chicago, Illinois

GOOD NEWS for Peters Users



BUILD with Peters Units

Start with the inexpensive Peters, Jr. models and build your packaging department *unit by unit*, while economies pay off further installations. Write for details of the Peters Plan!

PETERS MACHINERY CO.
4700 Ravenswood Ave. Chicago, Illinois

PETERS PACKAGERS

Perfection Meat Cutter Cuts Costs



Reduces power costs 50%, cuts labor 50%, depreciation 100%! Pays for itself by economies effected. Operates on entirely NEW principle that improves product, cuts costs. Write for complete description today!

Equipment for Sausage Makers
R. T. RANDALL & COMPANY
331 N. Second St. Philadelphia, Penna.

WEPSICO

Subsidiary of
WESTERN PIPE &
STEEL CO. OF
CALIFORNIA

2824-2900
VERMONT ST.
BLUE ISLAND, ILL.
PULMAN 2206

CURING TANKS, BELLY BOXES, AND ALL TYPES OF TRUCKS
AND STEEL EQUIPMENT FOR THE PACKING PLANT

WHY...

77 LEADING PACKERS USE HACKNEY CONTAINERS



Armour . . Mayer . . Swift . . Cudahy . . Wilson . . Gobel . . the list of leading packers using Hackney containers reads like the blue book of the industry.

One of the reasons for this wide acceptance is that Hackney—with over 30 years' experience—can provide barrels and drums to meet every need for handling shortenings and

*Seamless Removable Head
Bilged Barrel with single
bolt closure—for shipment
and handling of animal
shortenings, powdered and
other products.*

other packing products. Another reason is the fine workmanship of Hackney containers—that not only insures long life, but provides a container that is exceptionally easy to open, easy to fill and empty, easy to clean because of seamless construction.

Let us show you in detail why 77 leading packers find Hackney containers the efficient answer . . .

P R E S S E D S T E E L T A N K C O M P A N Y

208 S. La Salle St. Bidg., Room 1187, Chicago, Ill. 1365 Vanderbilt Concourse Bidg., New York, N. Y. 6635 Greenfield Ave., Milwaukee, Wis. 673 Roosevelt Bidg., Los Angeles, Cal.

Hackney
MILWAUKEE

CONTAINERS FOR GASES, LIQUIDS AND SOLIDS



A New,
Grease-Resisting
Package —

- The grease-resisting Kleen Kup is an entirely new package. The result of long research and experiment, it is ideal for sausage meat, lard, chili, butter and other foods of a greasy nature.
- Highly repellent to grease, its makers believe it to be the best package of its kind available.
- We should like to work out the practical application of this package to one or more of your products.
- Available in sizes from one ounce to ten pounds.
- Tell us to send samples and suggestions by return mail

KLEEN KUP

The Package That
Sells Its Contents

Mono Service Co.
NEWARK NEW JERSEY

The Man Who Knows



The Man You Know

Makers of the genuine H. J. Mayer Special Frankfurter, Bottega, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chill Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings and Special NEVERFAIL Curing Compound.

Beware of products bearing similar names—only H. J. Mayer makes the genuine H. J. Mayer products listed.

H. J. MAYER SPECIAL SAUSAGE SEASONINGS

Join the LYONE Parade and make the Finest Sausage ever made with H. J. MAYER NEW DEAL LYONE SEASONING

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave., Chicago, Ill.

Canadian Office: Windsor, Ont.



QUALITY and SERVICE

are never sacrificed in selling our Stockinettes at lowest prices.



fred c leahm
State 1637
222 West Adams St., Chicago, Ill.

Selling Agent
THE ADLER COMPANY

CINCINNATI

The World's Largest Knitters of Stockinette Fabrics



PROTECTION AND BEAUTY

MUST GO TOGETHER

KVP
**FOOD
PROTECTION
PAPERS**

¶ There is no profit in a package that looks "like a million dollars"

if it delivers its contents in poor condition. ¶ Beauty is not enough.

¶ If this company claims any one thing above others, it claims to know

food protection problems and their answers in terms of food protection

papers. ¶ You are urged to make use of our Research Laboratory,

whose services are available to you without cost or obligation.

KALAMAZOO VEGETABLE PARCHMENT CO.
PARCHMENT (KALAMAZOO COUNTY) MICHIGAN



Practice SOUND ECONOMY by using C. D. Angle-Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades

Many have asked us how we have been able to constantly increase our sales, in spite of current business conditions. The answer is simple—SOUND ECONOMY is no longer something men talk about. It is something that all the large packers and thousands of sausage manufacturers have learned through PRACTICE; namely, that it is SOUND ECONOMY to use the C. D. Angle Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades. Do not delay. Send today for price list information.



THE SPECIALTY MANUFACTURERS SALES CO.
2021 Grace Street Chas. W. Dieckmann, Phone: LAkeview 4325 Chicago, Illinois

"SEASLIC" is a name long and favorably known as

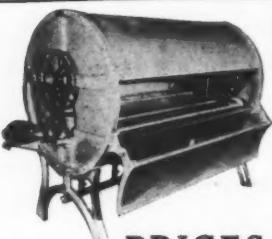
The "Original Liquid Sausage Seasoning"

SEASLIC, INC.
1425 W. 37th St. Chicago, Ill.

The Ideal Flavory Spice



The GRIFFITH LABORATORIES
1415 West 37th Street Chicago, Illinois



NEW SYSTEM

Uses Flamo, Pyrofax, Natural or city gas

Produces the finest meat loaves and roasts at lower cost and greater efficiency. Two sizes:

36 loaves or 24 roasts
60 loaves or 48 roasts

Names of users and complete details on request.

ROTARY OVEN

PRICES
\$300 Small
325 Large
F.O.B. Factory

Brand Bros., Inc.
410 E. 49th St., New York City

For Quality Meat Products

KUTMIXER

Write for circular

THE HOTTMANN MACHINE CO.
3325 ALLEN STREET

PHILADELPHIA, PA.



Easily removed from frozen bacon

It pays to square up your bacon for slicing—especially when you use the

Quick Strip
Bacon Mould. Circular on request.

J. W. HUBBARD CO.

Manufacturers of a complete line of packing house machinery and equipment
718-732 West 50th St. Chicago
WHEN YOU THINK OF EQUIPMENT, THINK OF HUBBARD

For Slicing

Search no further if you want a high quality dried beef that makes full, even slices. Peacock Dried Beef is manufactured and trimmed with the slicer's problem in mind. Write for prices.

Cudahy Brothers Co.
Cudahy, Wis.



Peacock Dried Beef

CARTONS* That Encourage Customers to Buy Again



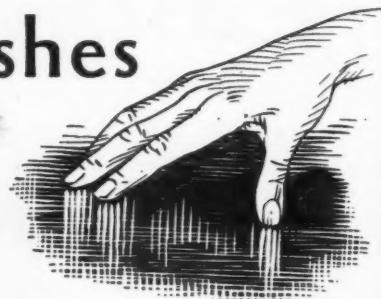
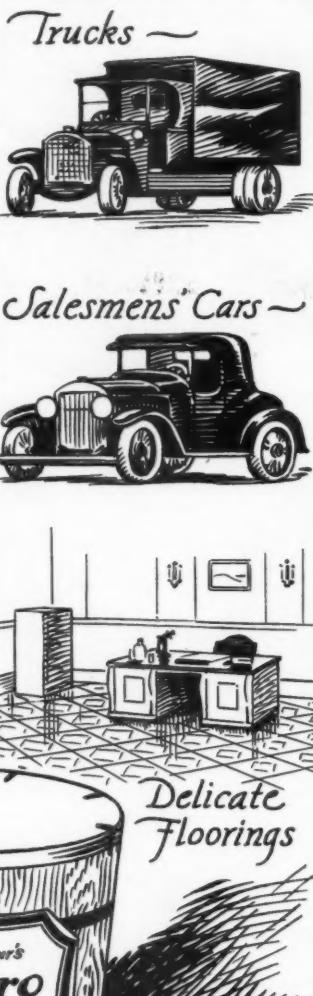
A convenience that customers appreciate and designs that they remember—Sutherland's New Lard and Shortening Cartons have caught the fancy of the public as well as the Trade. Illustrated above are three brands by the same Producer. Write for our latest samples and prices.



SUTHERLAND PAPER COMPANY
KALAMAZOO, MICHIGAN

This is the way to SAVE THE SURFACE on Fine Finishes

Use LUSTRO SOAP on fine finishes. It is a pure neutral soap, harmless to the most delicate surfaces. LUSTRO SOAP is universally used because it *really cleans* fine finishes without the slightest damage.



FINE FINISHES REQUIRE AN INVESTMENT—PROTECT IT

Remember that fine finishes cost money to produce. They are an investment worth protecting. Improper cleansing methods with harsh soaps will damage delicate surfaces quicker than the hard wear of everyday use. It will pay you to supply your washers and cleaners with LUSTRO SOAP which is guaranteed by the makers to be pure, harmless and efficient.

ARMOUR AND COMPANY · Industrial Soap Division · 1355 W. 31st ST., CHICAGO, ILL.

LUSTRO SOAP

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 90. No. 5

FEBRUARY 3, 1934

Chicago and New York

Sausage Holds Its Own in Competition When Properly Merchandised

*This is the fourth of a series of discussions on
"SAUSAGE AS AN ALL YEAR ROUND PROFIT MAKER"*

IF RECENT years have taught sausage manufacturers anything, it is that *product made to sell at a price* is never a profitable substitute for *quality product well sold*.

Price competition discourages consumption, encourages unethical and unprofitable practices and reduces profitable volume.

Many have tried in recent years to build profitable volume on a basis of low cost product.

If any have succeeded, they have not been heard from!

On the other hand — in spite of decreased sausage consumption and widespread price competition — packers who have stuck to good products properly merchandised have held or increased their volume, and have made money.

Get Price for Quality

Consider the case of the Rochester Packing Co.

When frankfurts were selling for as low as 8 and 10c lb. retail, this company was getting 19c lb. wholesale in its territory.

Not only did the Rochester Packing Co. get a profitable price for its products when sausage

prices generally were at cut-throat levels, but *it also increased its sausage volume*.

Good merchandising (including consistent advertising) and strict adherence to quality have been the factors responsible for this result.

Where not so many years ago the volume was nominal, today "Arpeako" sausage products are sold at a premium over a radius of 250 miles from the company's plant.

The more sausage methods and sausage consumption are studied, the more apparent becomes the need for better sausage merchandising — particularly wider educational publicity and advertising —

1—Dispel many false ideas regarding sausage.

2—Create consumer confidence in sausage — the ingredients entering into its manufacture, methods of manufacture, food value, digestibility, etc.

3—Meet the competition of other foods, and of low-quality competing sausage brands, by building consumer demand for high quality, branded, trademarked products.

Until these things are done —



The recent newspaper advertising campaign of the Rochester Packing Co. was designed to accomplish two things—educate consumers to the fact that quality and low price do not come in the same package, and build further consumer demand for Arpeako products.

and probably not before—sausage volume will not reach the point to which its value as a food entitles it.

Good Merchandising for 10 Years

Is persistent advertising profitable?

The Rochester Packing Co. has found it to be.

For years, says president Fred M. Tobin, this company has been building a background of consumer confidence in the high quality standards of its products and organization.

Week in and week out, for upwards of 10 years, it has placed its message before consumers in intelligent advertising. Many thousands of dollars have gone from the advertising fund into newspaper space, radio time and other publicity media.

Results Justify the Cost

And the results?

It has been money well spent—profitably spent—the company having had a phenomenal growth during this time.

It has made Arpeako sausage products wide and favorably known in the company's trading territory and has constantly increased profitable volume.

It has made the company's sausage business independent of competitive merchandising influences by building consumer demand and good will for them which could not be shaken by cut-price competition.

It has been a powerful influence in aiding the company to grow from a purely local business to one which today covers all communities within a radius of 250 miles from Rochester.

The epidemic of sausage "made to sell at a price," which swept over the country in recent years, demonstrated to sausage manufacturers, perhaps better than any other thing that could have happened, the value of a volume of business founded on something more substantial than price competition.

Consumers Turn to Quality Products

Many sausage manufacturers who had not built substantial consumer good will for their products saw their business gradually slip, first because of the direct price competition and later because of consumer suspicion of all sausage

for which a quality reputation had not been built.

On the other hand, the manufacturer who constantly safeguarded the quality of his products, persistently told consumers about them—and who refused to be stamped into price competition—continued to go along in much the same old way.

He may have lost some volume—perhaps due to general conditions as much as anything else—but low quality products hurt him little. His customers knew what they could expect in his products, and they stuck to him. And in many instances he gained new friends, who turned to his products after one or more unfortunate experiences with other brands.

Far-sighted sausage manufacturers also saw in the situation an advantage on which they were quick to capitalize. With less good sausage on the market there was the opportunity to make their quality products more conspicuous by comparison.

Ad Campaign to Build Good Will

Among these was the Rochester

15-Second Profit Talk

FAMILY auto trips, picnics in the country and at the beach mean opportunities for sausage sales. You don't have to hear a customer talking about a picnic to get in a selling talk. Why not open up something like this:

"Next time you go on an outing, Mrs. —, some sandwiches made of Arpeako Tongue Sausage would fit in fine. It's our Arpeako Special this week. Maybe you'd like to try some of it at home, so as to know how good it will be for outdoor appetites."

Do You Do Enough "Sampling?"

So many Arpeako products can be sampled cold. Why not have a plate of assorted Arpeako sausages on ice, and ask customers to try a piece?

One bite will "sell" anybody on Arpeako sausage products.

SALES AIDS FOR DEALERS.

Each time a product is advertised in the newspapers a printed suggestion for increasing its sale is delivered to retailers by packer salesmen. These suggestions are headed "15 Second Profit Talk." One of them is shown here.

Inducing retailers to push product is sometimes a difficult detail of merchandising. These "profit talks" are found useful as a means of influencing them to bear down a little harder on consumer selling.

Packing Co. While many sausage manufacturers were curtailing merchandising effort because of falling volume and profits, this company put on a supplementary advertising campaign. This, while designed primarily to educate the public further to the fact that *high quality and low prices cannot be had in the same package*, did not overlook any opportunity to build more good will for Arpeako products.

The campaign was divided into two parts, one directed to the consumer and the other to the retailer, both divisions being coordinated by "specials," store advertising matter and the personal efforts of the sales force.

How this campaign was conducted is told here.

Profit in Quality Sausage Merchandising

By F. M. TOBIN, President, Rochester Packing Co.

Aroused by marketing of cheap sausage products in its territory (frankfurts as low as 8 and 10c lb., for example) the Rochester Packing Co. declared war on sausage made to sell at a price.

Continuing a policy of featuring retail specials that had been started in the fall of 1932, the packers of Arpeako meat products introduced a new series of weekly newspaper advertisements to dealers in these words:

ARPEAKO DECLARES WAR!

Cheap sausage must go! Unappetizing, flavorless sausage made of cheap ingredients has no rightful place upon the tables of America. The public has been imposed upon long enough.

In this series of hardhitting advertisements Arpeako proposes to tell the truth about sausage, drive out the quality-cutting menaces to health and decent living, and restore to Arpeako dealers their rightful share of satisfied customers and a fair profit.

It is high time the light of truth was let into sausage making. Arpeako proposes to shed this light, come what will!

Public Likes Plain Talk.

There was no question about the light being shed, for each advertisement hammered hard on the theme:

"Play Safe. Be suspicious of cheap price. If you've been gambling on sausage—buying only because of low price—begin playing safe today."

Each advertisement started off with a pat simile, such as: "An omelette can't cover up a bad egg." Then, in bold type the headline continued: "But

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cheap frankfurts can conceal cheap meats."

The text carried on the comparison between cheap and quality sausage in equally vigorous terms. Arpeako called a spade a spade—or, rather, it called poor sausage just plain junk.

Prices on week-end specials were plainly marked in these advertisements. Consumers were told that Arpeako meat products were obtainable wherever the Arpeako electric sign or price poster was displayed.

Evidently the public liked plain talk, for each special, as featured, rolled up a splendid increase in volume.

Not only that, but the weekly special plan, which had been put before the dealers with some misgiving, earned their unstinted approval as well as the commendation of consumers. Dealers welcomed the specials because they served to bring more customers into their markets and yielded a fair margin of profit.

Why the Campaign Paid Out.

The Rochester Packing Co. was able to cash in on this campaign because for years it has been building a background of consumer and dealer confidence in the high quality standards of its products and organization.

Week in and week out, for upwards of ten years, this company has placed its message before the public in paid advertisements. Many thousands of dollars have gone from the advertising fund into newspaper space, radio time and other publicity media. It has been money well spent, for the organization has had a phenomenal growth from a purely local business to one which covers all the New York State communities within a radius of 250 miles from Rochester.

Rigid insistence on quality pays, as is evidenced by the fact that, when some misguided sausage manufacturers were allowing their frankfurts to be sold at 8 and 10c lb. retail, the regular price of Arpeako Special Steamers was 19c lb. wholesale. Each time Arpeako Special Steamers were featured as a week-end special the advertised retail price was 23c lb.

The Rochester Packing Co. allowed 1c lb. under the regular wholesale price to all dealers who cooperated by placing a price poster in their windows. Even with this reduction the dealer had a margin of 5c lb. between cost and selling price.

Dealer Cooperation.

The enthusiastic cooperation of dealers was more firmly cemented to Arpeako policies by invitations to attend meetings in groups at the plant.

At these meetings, which averaged

NEWSPAPER ADVERTISEMENTS MADE TO DO DOUBLE DUTY.

This attractive counter card was used in retail stores as a frame for reprints of newspaper advertisements. Packer salesmen distributed the latest advertisement each week as they made their calls. In addition to reminding consumers of the ad in the newspapers, this counter card in itself attracted attention to Arpeako products. It is printed in three colors and shows eight illustrations of sausage and meat loaf products.

over 200 dealers in attendance, selling and advertising plans were discussed and inspection trips were made through the plant, so that all processing operations might be seen.

Having themselves absorbed "the inside story of quality sausage," dealers were more than willing to display the price posters and proof advertisements and to push enthusiastically the sale of the entire Arpeako line.

Packer Salesman an Educator.

Arpeako advertising is consistently merchandised to the dealer. John Smith, meat market proprietor, is never left to discover an Arpeako ad in his local newspaper.

The packer salesman walks in, unfolds a long accordion-fold advertising

portfolio right under Mr. Smith's eyes. He explains how 3½ million people will be exposed to those same ads. He points out the special for the week, hands the dealer a "15-Second Sales Talk," fastens a new proof on the sausage easel display, leaves a price ticket for the product and a price poster for the window. Then the salesman continues with his regular selling.

Salesmen, however, do not carry the entire burden of keeping the dealer informed. Broadsides, letters and house organs are used in a continuous barrage ahead of consumer advertising.

Price vs. Quality.

All of this has served to put over to the dealer and the public the thought that Arpeako sausage products are

(Continued on page 51.)

How Sound Merchandising Sense Built a Modern Meat Plant

MERCHANT-MINDEDNESS is a valuable asset to a meat packer.

Studying the business from the standpoint of the customer has its advantages.

This is shown in the case of the Fischer Packing Company, Louisville, Ky., which has just completed the final unit of a modern plant made possible by adherence to such a policy through the years.

Henry Fischer started in business as a meat distributor. This enabled him to get closer to retailer and consumer than if his interest had been primarily on production. Selling—profitable selling—was his main thought.

Sound Production Methods.

As the need for good merchandising was learned through contact with consumers, so were fundamentally sound production methods developed through the need for making the most of time and effort and conserving every asset.

Manufacturing at night and distributing during the day left little time for waste of effort. Time was valuable, and as fast as money became available equipment to save time and effort in production was added to the business.

Sausage was a profitable sideline from the start, and so a hand grinder was first purchased. In succession came a bricked-in kettle, second-hand engine and boiler, silent cutter, scalding tub, dehairer—then new buildings, plant additions, etc.

The policy of making the most of modern equipment never has been abandoned. Today in the Fischer plant is to be found practically every device that is an aid to processing economy. As one observer said recently: "One of the main reasons for Fischer success has been in keeping the plant modern. Any one with a new device to lower costs, prevent waste or better quality of product always finds in the Fischer plant an interested listener to his story."

Merchandising Up-to-Date.

Following the basic merchandising idea, product was made with the customer in mind rather than disposal of plant output. "Using up everything" was not a Fischer motto.

The first boned, rolled, smoked and boiled hams sold in Louisville were made by Henry Fischer. It was a new idea, and went over big. He developed his sausage business in much the same

way, and today this department is one of the most profitable—as it could be in any meat plant if conducted on quality and sound merchandising lines.

Packaging received attention early. Today a large percentage of the output of the plant is offered for sale in transparent cellulose and parchment wrappers, cartons and tin containers, all bearing the colorful and attention-getting Fischer label on a yellow background. Sausage not packaged is branded with the word "Fischer."

Electric signs, store window displays and newspaper advertising keep Fischer's name and products constantly before the public. One noticeable policy in Fischer advertising is to illustrate Fischer products in the form in which consumers are most interested in them—cooked, garnished and ready for the table.

Studying Consumer's Needs.

The company's latest recipe book, written by a well-known home economist, contains 32 pages, products being illustrated in natural colors. In



GUARDS FISCHER QUALITY.

Henry Fischer, founder and active head of the Fischer Packing Co., Louisville, Ky., whose tireless energy and merchandising acuteness has brought the company to its present high standing. He maintains his office in the processing building, from where he keeps a watchful eye on production methods and quality of product.

addition to 24 pages of unusual sausage recipes, a section is devoted to sausage educational talks—what sausage is, its food value, how it is made, its economy, how to use it to the best advantage. Another section tells the housewife how to cook sausage to retain its flavor and savory goodness.

Fischer apparently believes that before certain consumers can be influenced to buy Fischer sausage they must first be sold on sausage in general. In giving sausage cooking instructions the company follows through its merchandising efforts to the consumer's table.

Resourcefulness in meeting special problems seems to be another qualification of the Fischer organization. Here is one illustration.

A New Delivery Idea.

Practically all production is distributed by motor truck. Two of the routes are through mountains where heavy grades and sharp curves are numerous. Fast schedules over these routes with heavy, high trucks of the usual types were difficult to maintain and involved an element of danger the company was not willing to gamble with.

This problem was solved by mounting a delivery body on a bus chassis, against the advice of the bus chassis manufacturer. The truck has a low center of gravity, plenty of power and an element of safety lacking in the type of truck formerly used. It is also easier to load. The Fischer company, it is believed, was the first meat packing concern to mount a meat delivery body on a bus chassis.

All of the 32 trucks in service are decorated with the hand-painted Fischer trade mark—a plate of different kinds of sausage in natural colors.

A study of transportation problems has been made and trucks of various sizes and capacities are used to meet best the particular conditions on each route. Schedules have been worked out carefully to get products to consumers at a specified time each day.

Always Looking Forward.

Work on rebuilding the plant of the Henry Fischer Packing Co. at Louisville, Ky., started in 1923. It has not been finished—perhaps never will be—but in the interval all old buildings have been replaced with modern fireproof structures of concrete and brick, equipped with the best and most efficient equipment money can buy.

The first step in this rebuilding program was the erection of a processing building. This was originally two stories high, to which additions were made in 1928, 1930 and 1933. Today this building is the largest of the plant,



SAUSAGE IS A PROFIT MAKER THROUGH QUALITY PRODUCTION AND GOOD MERCHANTISING.

Capacity of the Fischer sausage kitchen is about 20,000 lbs. daily. One of the factors that has contributed materially to the success of this company has been its willingness to keep up-to-date in equipment that would contribute to production efficiency or improve quality of products. Much of the material coming to and leaving the sausage kitchen is handled on overhead rails.

standing four stories high and housing all of the processing departments including curing cellars, smokehouses, packing and shipping departments, hog and beef coolers, pork cutting room, bacon slicing and packing, etc.

The inedible building was erected in 1930. This is two stories high and houses the inedible rendering department.

The latest addition to the plant—the abattoir building—was completed this year. It stands across an alley from the processing building and is connected with the latter at the second story by a covered bridge, over which hog and cattle carcasses are conveyed to the coolers.

Hog Slaughtering Methods.

Slaughtering is done on the second floor. On the first floor are the lard rendering and casing departments. The building is of brick, concrete and steel construction with steel window frames, and is exposed on all four sides, assuring plenty of natural light in all departments. Inner side walls are glazed tile, and floors of brick and concrete.

Hogs are shackled on the first floor of the abattoir building and conveyed to the second floor by a jerkless hoist with conveyor sticking rail attachment. As the hogs are stuck they pass onto the bleeding rail, along which they slide to the dropper at which point there is a stop on the bleeder rail.

A motor driven unshackler is mounted on the bleeder rail support, hogs being dropped at the rate of 200 to 250 per hour into a cast-iron scalding tub equipped with automatic ducker, water recirculating and hog control devices.

The recirculating device creates a rapid flow of water through the tub, eliminating all hot and cold pockets. Automatic duckers retard the speed

with which the hogs pass through the scalding tub. When sufficient water pressure is built up behind the hogs the ducking device is raised and the hogs pass on to the next ducker. This process continues until the carcasses reach the control rack, where they are held until the scalder is ready to pass them into the dehairer.

Automatic Handling of Carcasses.

The dehairer is of the grate type, and is equipped with a hair conveyor, hot water supply box and steel flight conveyor top gambrelling table. This table has a variable speed transmission, so that the speed of travel of the top can be regulated to suit requirements.

There is a liberal pocket for scraped hogs on the stationary rail before the carcasses enter the top finger dressing rail conveyor. This rail is pitched so that hogs travel to the pick-up sprocket,

at which point an automatic control feeder is installed. This permits only one hog at a time to enter the conveyor.

The long pocket rail provides ample space for hogs to dry off and drip, so that effective work can be done by the singer, who is located at the point where the carcasses enter the conveyor.

Ham shaver, side shaver, neck and head shaver follow in order to remove all traces of hair and scurf previous to the dressing operations. Viscera is deposited on stainless steel inspection tables, from which approved viscera is passed to the viscera-separating table, where edible fats are recovered.

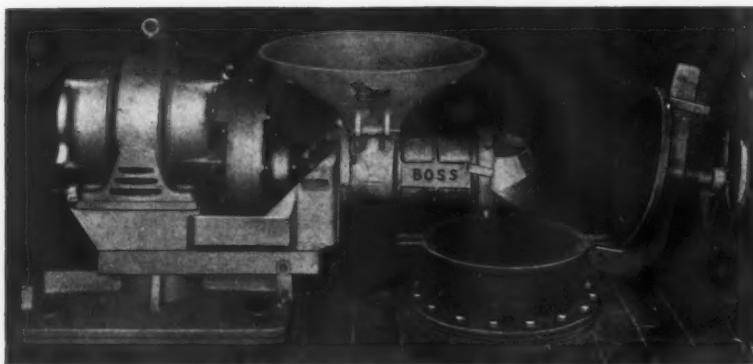
New Machine for Hashing Fats.

After the hogs are dressed the heads are removed and placed on head pins attached to the head table. Here necessary trimming and marking are done, and the heads sent to the snout puller.



PORK CUTTING ROOM USES MODERN METHODS.

Hogs come to the cutting room on an overhead rail and are cut down automatically. The "Boss" table has hard maple flights in which hooks are inserted for loin pulling. Shoulders and feet are cut off with power-operated tools. Floor of the room is of cement and wall of cement plaster and glazed tile.



DESIGNED TO SIMPLIFY CHARGING OF LARD TANKS.

This fat hasher on the Fischer killing floor is equipped with a swivel base. It was designed to discharge directly into either of two lard tanks. The hopper is hinged to facilitate cleaning.

Jaws are then pulled and the skulls split and brains removed.

After the edible fats from the viscera-separating table are washed they pass through a special built, low type fat hasher with swivel base and directly into the charging dome of the cooker. Fats from the cutting department are trucked to this hasher and rendered in the same cooker.

The purpose of the swivel base on the hasher is to permit grinding into two cookers without a roller and track for the grinder. This is an arrangement which simplifies considerably the hashing of fats for two cookers. The grinder is equipped with a herringbone speed reducer, operation of the machine being practically noiseless. Hopper and cylinder are of semi-steel, hopper being hinged so that it can be tilted for cleaning.

Particular care was taken in the types

of equipment installed to secure machines with sufficient capacity to properly coordinate the various dressing operations, keep carcasses moving smoothly past the various stations, simplify operation as much as possible, and speed up the elapsed time from the sticking rail and knocking pen to the coolers.

Processing Efficiency the First Aim.

And as in the case of the fat hasher, previously mentioned, there apparently was no hesitancy in spending a little extra for refinements in design and construction that would assure the results desired. Practically all of the equipment in the abattoir building, as well as in the inedible rendering building described further along in this article, was furnished by the Cincinnati Butchers' Supply Corp., Cincinnati, O.

Cattle walk to the second floor of the abattoir building over an outside cov-

ered ramp. In that portion of the abattoir floor devoted to cattle killing are one modern knocking pen, two of the latest type beef beds, head table, cattle-paunch table, etc.

After cattle are stunned they are shackled and picked up with an automatic landing device equipped with shock absorber to eliminate jerk. A fully inclosed silent worm gear hoist with magnetic brake is used with the landing device.

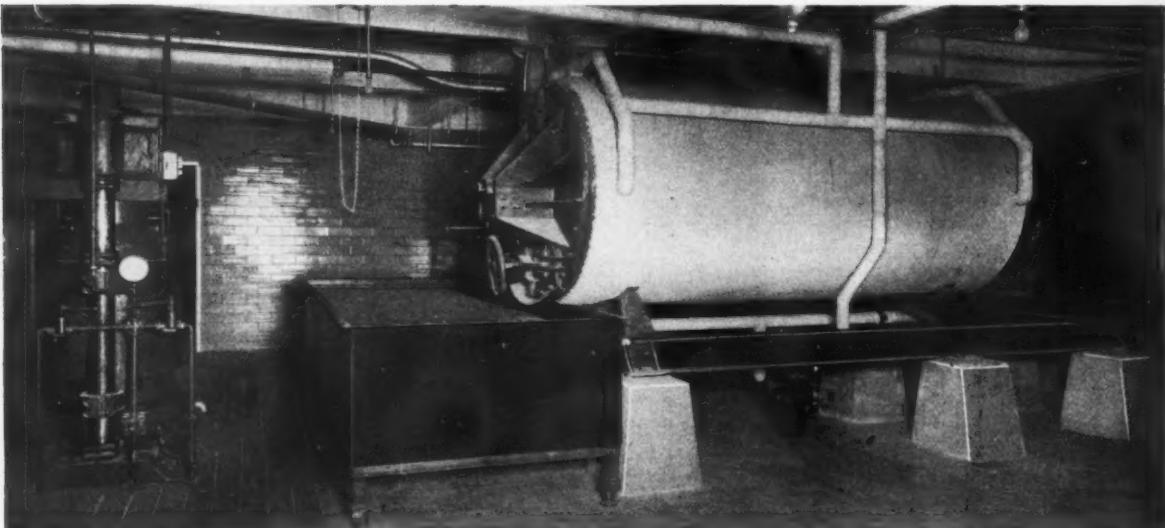
Latest Devices for Handling Cattle.

When the bleeding rail roller reaches the proper point under the bleeding rail, the limit switch automatically stops the motor and applies the brake, holding the animal in the proper position for landing. Lowering button or pull chain on the remote control switch governing hoist is then operated and the beef is landed automatically on the bleeding rail.

Gate of cattle knocking pen also is operated with an electric hoist. Limit switches are so arranged that hoist stops automatically when gate is in proper raised and lowered positions. Cattle bleeding rail is equipped with rail stop for bleeding and heading.

As the cattle are dressed they are fed onto an overhead conveyor. The hide is dropped into a chute, which carries it to the hide cellar. The paunch is then dropped onto the paunch table, the carcass split, washed, clothed, weighed and passed into the beef chill room.

After heads are skinned out they are placed on a special inspection rack and working table. Nostrils are thoroughly flushed and heads hung on racks for in-



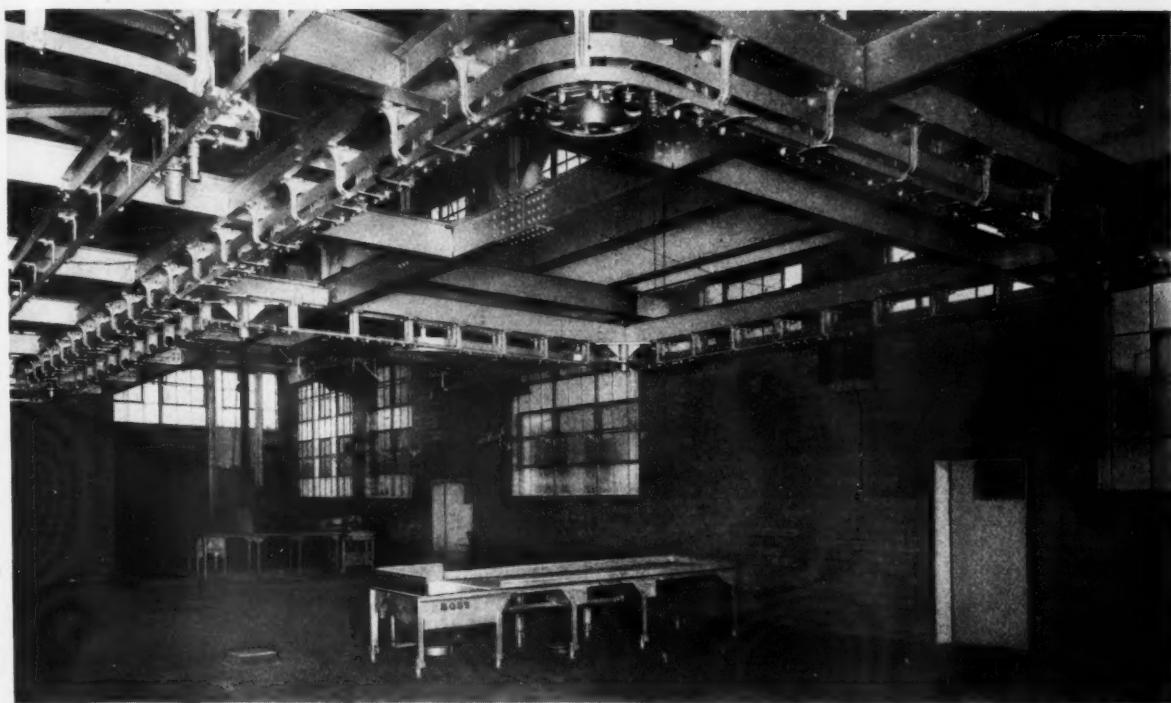
QUICK HANDLING OF FATS AIDS IN PRODUCTION OF LARD OF SUPERIOR QUALITY.

Lard rendering is done on the first floor of the Fischer abattoir building, killing fats being charged directly into the tank from the killing floor. Cutting fats are trucked to the hasher from the cutting room in the processing building. "Boss" lard tank is 5 by 12 ft. The hydraulic cracking press is equipped with tamping device and steam-jacketed curb.

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EVERY MODERN FACILITY FOR SANITATION AND ECONOMY IN SLAUGHTERING AND DRESSING.

One knocking pen and two beef beds are installed in that portion of the Fischer killing floor given over to beef slaughter. Modern "Boss" equipment for handling carcasses has been installed, including electric hoists and a traveling chain. Cattle come to the knocking pen over an outside covered ramp. Hides are carried directly to the hide cellar through a chute.

spection and tongue removal. They are then placed on the table and boned out and jaws removed. After jaws are removed heads are split.

Casings and Rendering.

On the first floor of the abattoir building is located the casing department, lard rendering department and storage space.

Hashed fats are rendered in a 5- by 12-ft. cooker equipped with priming de-

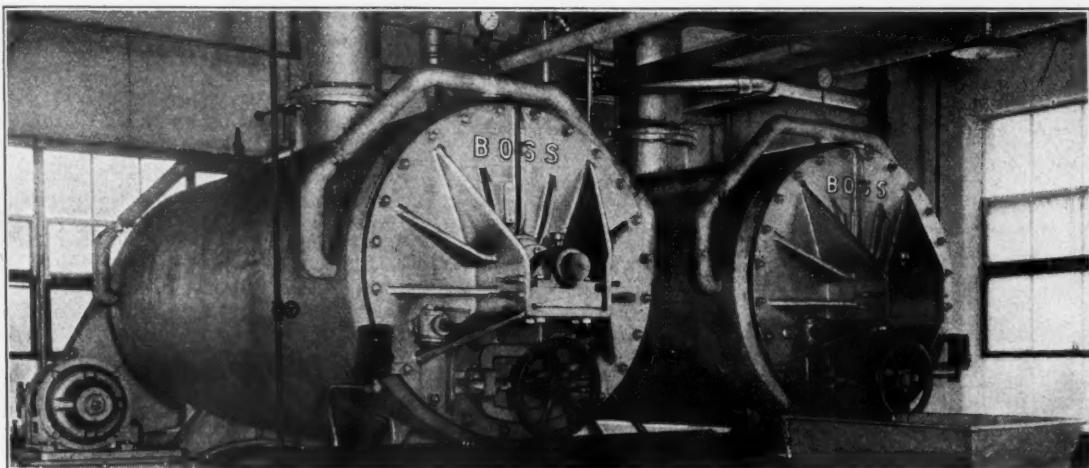
vice. After rendering contents of the cooker are discharged into a receiver and the cracklings are pressed in a hydraulic press equipped with tamping device and steam jacketed curb. After lard has settled in the receiver it is pumped to a storage tank for further settling. From here it goes to the agitator and is drawn into packages.

Hog and beef coolers and hog cutting room are located in the processing

building across the alley from the abattoir building. An inclosed bridge at the second floor level connects the two buildings, by means of which the carcasses are transported to the coolers on an overhead rail.

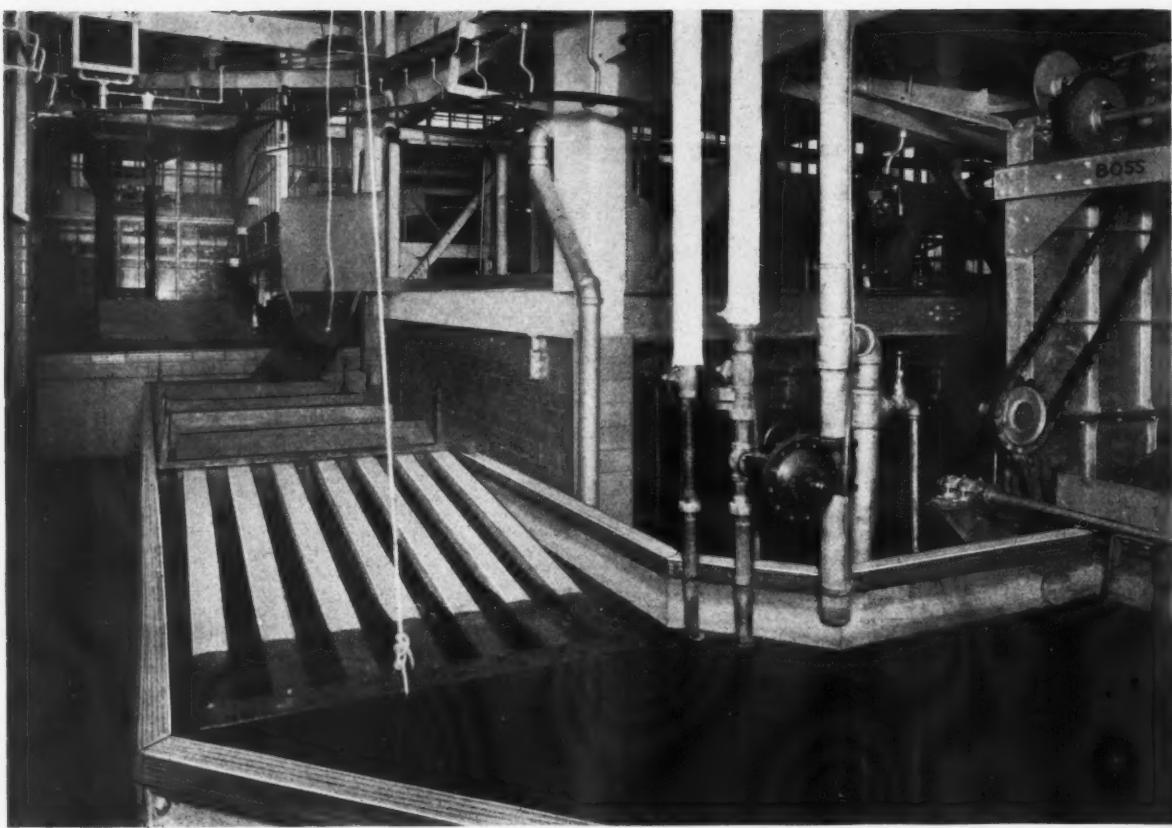
Processing Building Layout.

This processing building is similar in general design and construction to the abattoir building. On the first floor are the wholesale office, beef sales cool-



INEDIBLE MATERIAL HANDLING IS SIMPLIFIED BY USE OF TWO-FLOOR CONVEYOR.

Inedible rendering is done on the second floor of the Fischer inedible building in two 5- by 12-ft. cookers and one 5- by 9-ft. blood cooker. Materials are hashed on the first floor and carried to the second floor by a conveyor which discharges directly into the cookers. Cracklings are pressed in an Anderson expeller.



RESULTS IN HOG SCALDING TUB ARE IMPROVED BY USE OF MODERN APPLIANCES.

Automatic ducker, water circulator and automatic regulation of temperature of scalding water aid materially to secure cleaner hogs out of the dehairer, and reduce time and labor for shavers and singe.

er, general sales cooler, lard drawoff room, shipping room, etc.

The second floor houses the hog and cattle coolers, hog cutting room, sausage kitchen, sausage meat cooler, sausage cook tanks, smokehouses, etc.

On the third floor are located the ham boiling and baking, bacon slicing and packaging, the specialty product packing departments and the laundry, in which is washed frocks, uniforms, coats and other cotton protective garments worn by the employees.

Curing is done in the basement.

Hog Cutting Methods.

Hogs come to the cutting room on an overhead rail and are cut down automatically onto a traveling cutting table with hard maple flights provided with hooks for holding the sides while the loins are pulled.

Belly roller is made a part of the table. Ribs are lifted and sides trimmed on the table after passing through the belly roller. Both table and belly roller are driven from a four-speed motor mounted on top of the belly roller frame.

Shoulders are removed with a power-

driven shoulder cut-off knife. After the hams are removed they slide onto a stationary table, where feet are removed with a circular knife.

Illustrations of the killing floor in the abattoir building and the cutting room in the processing building show well the type of building construction employed. Glazed tile walls and brick floors are used wherever there is an advantage in keeping cleaning and maintenance costs low.

Modern Sausage Production.

Sausage manufacture is a specialty with the Henry Fischer Packing Co., which has a capacity of 20,000 lbs. of product daily.

The sausage kitchen, therefore, is one in which company executives take considerable pride. A view in this department is shown in one of the accompanying illustrations. Here is installed all of the necessary equipment to produce quality products and keep costs low, including automatic linking machines.

So far as possible all products are handled from the department on overhead rails. Equipment manufactured by the Cincinnati Butchers' Supply

Corp., Allbright-Nell Co. and John E. Smith's Sons Co. is installed here.

Wherever possible departments have been located in relation to each other in a manner to keep transportation and handling costs low.

Bacon is sliced on Link-Belt and Allbright-Nell slicers and packed $\frac{1}{2}$ - and 1-lb. transparent wrapped packages and 5-lb. cartons lined with parchment.

Sausage is packed in 5- and 10-lb. cartons and chili in $\frac{1}{2}$ -lb. and 1-lb. cartons and 4-lb. bricks. One-pound cartons are used for pure pork sausage. Hams are marketed in the stockinettes in which they are smoked, and also wrapped in parchment. Baked hams are packed in cartons. Bacon and liver loaves are wrapped in parchment. Both natural tissue and cellulose casings are used. Lard is marketed in 4- and 8-lb. pails, 50- and 100-lb. cans and tierces.

Inedible Rendering Methods.

The inedible building, erected in 1930, is also of brick and concrete construction and fireproof throughout. This is three stories high and is located across the alley from the processing building.

On the first floor are installed a Diamond "hog," direct-connected to a

40 h.p. motor through a flexible coupling, and a hasher and washer. All bones, condemned carcasses, etc., pass through the hog, while cattle pecks, entrails, etc., are put through the hasher and washer. Both hog and hasher discharge into a conveyor which carries the material to the top floor of the building, where it is charged into the cooker.

Two cookers are installed, both 5 by 12 ft., also one 5 by 9 ft. blood dryer. After being cooked the inedible material is discharged into a percolator from which, after the grease has drained off, it is put through an Anderson expeller. The cracklings are then carried by a conveyor to the automatic grinding, mixing and sacking department, where finished tankage, meat scraps and dried blood are made ready for shipment.

Steam and Refrigeration.

Steam for processing is made in two 100 h.p. Vogt boilers. No power is generated, all electrical energy for operating the equipment throughout the plant, as well as the ammonia compressors, being purchased.

Refrigeration is furnished by two motor-driven York compressors with a capacity of 40 and 90 tons respectively. Coolers are refrigerated by brine sprays and York unit coolers, the former method being used in hog and beef rooms. Bacon slicing rooms, beef sales cooler, general sales cooler, packing rooms, etc., have unit coolers installed.

The company has extended its sales territory from time to time until it now covers much of the Central and Eastern portions of the state. Thirty-two trucks are operated, none of which are refrigerated.



PLANT OF HENRY FISCHER PACKING CO. AS IT LOOKS TODAY.

erated. The company has its own garage and repair shop, where all maintenance work on trucks is done.

SUPPLIES COST PACKERS MORE.

Packers paid 38 per cent more money for 8 per cent more cattle, hogs and sheep at 20 leading markets during the week ended January 27, 1934, than in the corresponding week of 1933. Livestock received increased some 83,000 head, while increase in total valuation at these points amounted to \$4,775,000.

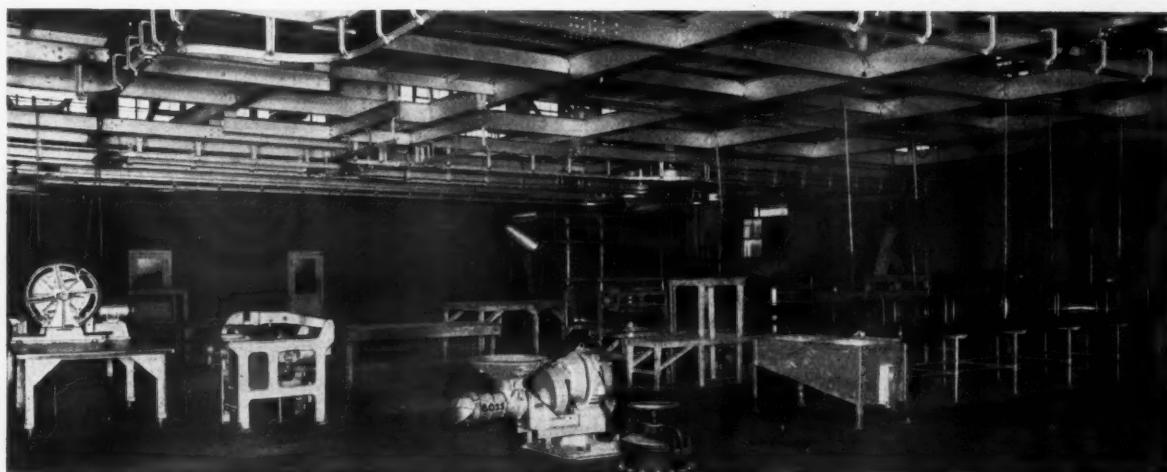
This increase was due more to the increase in the price paid per head than in the gain in volume. It is regarded as significant that the price increased in the face of increasing supplies.

Packers paid \$2.35 per head more for hogs, including the processing tax of \$1.00 per hundred, than a year ago. Cattle rought \$5.00 per head more, and sheep \$2.20 more. There is no processing tax on cattle and sheep at this time.

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in the United States during November, with comparisons, is reported as follows:

| | Cattle | Hogs | Sheep and lambs |
|-------------------|--------|-------|-----------------|
| Steers, | | | |
| November, 1933 | 49.47 | 47.57 | 2.96 |
| November, 1932 | 48.80 | 46.78 | 3.42 |
| Av., 1932 | 54.36 | 42.06 | 3.58 |
| Cows and heifers, | | | |
| Bulls and stags, | | | |
| Burrows, | | | |
| Sows, | | | |
| Stags and lambs, | | | |
| Lambs and sheep, | | | |
| Sheep, | | | |
| November, 1933 | 49.15 | 48.85 | |
| November, 1932 | 41.94 | 36.54 | |
| Av., 1932 | 50.90 | 3.83 | |



LIGHT AND VENTILATION ARE FEATURES OF HOG AND BEEF KILLING ROOM.

In the foreground are the fat hasher with swivel base, head splitter and snout puller. Behind these to the right is the traveling viscera table. In the far corner are the scalding tub and the dehairing machine. Remainder of room (not shown in illustration) is used for beef slaughter. An interesting feature of this second floor of the abattoir building is that there are no posts or columns to obstruct light and complicate installation of equipment.

Packers and Government Confer on Hog and Product Plans

Conferences were held during the week by a joint committee of representatives of meat packers, the Federal Surplus Relief Corporation and the Agricultural Adjustment Administration to formulate plans and policies for future purchases of live hogs and hog products for relief distribution.

Organization of this committee followed a meeting of members of the Executive Committee of the Institute of American Meat Packers with Secretary of Agriculture Wallace, Administrator Chester C. Davis and other officials of the AAA and of the Relief Administration.

The packers had gone to Washington to offer their cooperation in the government hog program, and in the working out of methods for making more effective the procedure of purchasing hogs and pork for relief use.

The joint committee is composed of Howard C. Greer, Director of the Department of Organization and Accounting of the Institute; John Holmes, vice-president of Swift & Company; J. C. Stentz, treasurer of John Morrell & Co., Ottumwa, Iowa; W. R. Sinclair, treasurer of Kingan & Co., Indianapolis, Ind.; Guy C. Shepard, chief of the meat processing and marketing section of the AAA; L. H. Bean, economic adviser to the AAA; G. B. Thorne, agricultural economist; A. B. Clark, director of procurement for the Federal Surplus Relief Corporation, and W. A. Nielander, director of commodity distribution for the Federal Surplus Relief Corporation.

Recommendations of Committee.

The joint committee reported recommendations on:

- (1) Number of live hogs and quantity of cured hog products which should be purchased for relief distribution through the next several months, in view of relief requirements and the extent to which current heavy hog supplies entering regular commercial channels are depressing hog prices.

- (2) Determination of processing charges henceforth to be allowed packers who process hogs for the account of the government.

- (3) The methods of distributing hog products to unemployed families through local relief channels.

In addition to Secretary Wallace, Administrator Davis and the members of

the joint committee, the following attended the conference: Seth Thomas, solicitor for the Department of Agriculture; John W. Rath, president of the Rath Packing Co., Waterloo, Iowa; Thos. E. Wilson, president Wilson & Co., Chicago; G. F. Swift, president of Swift & Company, Chicago; Wm. Whitfield Woods, president of the Institute of American Meat Packers, Chicago; E. A. Cudahy, jr., president of the Cudahy Packing Co., Chicago; T. G. Lee, president of Armour and Company, Chicago; George A. Schmidt, president of Stahl-Meyer, Inc., New York, N. Y.; Oscar G. Mayer, president of Oscar Mayer & Co., Inc., Chicago and Madison, Wis.; H. G. Mills, vice president of Armour and Company, Chicago; R. S. Sinclair, president of Kingan & Co., Indianapolis, Ind.; J. M. Kурдле, vice president of the Cudahy Packing Inc., Baltimore, Md.; F. W. Hoffman, vice president of the Cudahy Packing Co.; Thomas Creigh, of the Cudahy Packing Co.; and Norman Draper, Washington representative of the Institute of American Meat Packers.

Plan to Support Hog Market.

As a result of deliberations of the joint committee of the Institute and government experts, a plan was developed the principal features of which are outlined in an AAA statement in part as follows:

"Secretary Henry A. Wallace and Chester C. Davis, Administrator of the Agricultural Adjustment Act, this week approved definite proposals submitted to them for added support to the hog market in the near future through re-

lief purchases, in order that it may be made more certain that the February 1 increase in the hog processing tax from \$1.00 to \$1.50 per hundred may not adversely affect the trend in hog prices.

"Proposals for increased relief buying made by the joint committee formed Monday of representatives of the Institute of American Meat Packers, the Federal Surplus Relief Corporation, and the Agricultural Adjustment Administration, are in line with the previous plans laid out by the government offices and provide for definite action on relief purchases of commercial cuts of pork, and a substantial stepping up of the live hog purchases for relief purposes, which have been running at about 23,000 head daily.

"The joint committee plans to meet as frequently as necessary in the next few months in formulating plans for supporting the market during the late winter and spring.

"The hog processing tax which went to \$1.50 on February 1, is scheduled to be increased to \$2.25 a hundredweight on March 1. This is the maximum tax proposed on pork processing for the current marketing year."

FARMERS' HOG TAX EXEMPTION.

Farmers are exempted from paying the processing tax on 300 lbs. of hog products each year which are sold or exchanged, "providing the total volume of hog products sold or exchanged does not exceed 1,000 lbs. per market year." If the volume exceeds 1,000 lbs. in the year, the producer loses the 300-lb. exemption. This is provided in a regulation issued by the AAA on February 1.

The exemption originally considered would have permitted farmers to sell up to 800 lbs. annually. Reduction in the exemption was brought about partly because studies indicated that the larger exemption would materially reduce revenue from processing taxes, possibly by more than \$20,000,000.

Emergency Aid for Beef Producers and Dairy Farmers

Approval has been given by the House committee on agriculture to the proposed legislation declaring cattle a basic commodity under the Agricultural Adjustment Act, but subjecting beef to processing taxes such as are now levied on hogs, corn, wheat and cotton.

This followed hearings at which cattle producers favored making cattle a basic agricultural commodity, but objected to the imposition of a processing tax.

A plan for emergency aid for the dairy and beef cattle industries pro-

vided by \$200,000,000 over and above processing taxes available for the current year was offered by Secretary of Agriculture Henry A. Wallace at a conference of spokesmen for the two industries with members of Congress this week.

The dairy program could be instituted immediately, because milk and its products constitute a basic agricultural commodity under the act, but the beef program must await amendment of the act to include beef cattle as a basic commodity.

(Continued on page 45.)

EDITORIAL

Processing Tax and Pork Prices

With the stepping up of the processing tax on hogs on February 1 another 50c to a total of \$1.50 per hundred pounds live weight, the packer should know that his cost is increased. Only a full realization of the cost of the tax in terms of product will impress on him the need to get a price for the meat sufficient to cover it.

It is recognized as being exceedingly difficult, if not impossible, to increase the price of product that is in large supply. However, there appears to be a prospect of declines in hog receipts. These must come soon if any one of the influences directed at reduction in supplies is to be effective.

Runs throughout the winter packing season have been heavy. This has been due to the fact that this is a season of normally heavy marketing, augmented by corn loans which made it impossible to feed 45c corn to $3\frac{1}{2}$ c hogs. The farmer who could lock up his corn and borrow 45c a bushel on it, and the farmer who was forced to buy corn the price of which reflected these loans, each marketed his hogs.

These heavy runs are likely to be reflected in receipts of the late winter and spring months. At the same time the general trend of livestock prices is upward. Both cattle and lambs, on which there is no processing tax, are bringing more per head than at this time a year ago, and the total cost of hogs to the packer also reflects this upward trend.

It is apparent, therefore, that just as soon as receipts contract the normal result is higher price. The important thing to the packer is to see that this price covers not only normal costs but the processing tax as well.

In order that the effect of the tax may be apparent at a glance—on fresh pork as well as on cured pork cuts made from hogs slaughtered in February—the compilation on this page is made, based on conversion factors approved by the Secretary of Agriculture for the year beginning November 5, 1933.

From these figures it will be seen that the cuts most in demand must carry the burden of the tax in the channels of distribution.

For example, green regular hams must carry a tax of 2.91c per pound, while the smoked product will carry a tax of 3.09 cts. per pound. Tax on fresh pork loins is $3\frac{1}{4}$ c; that on smoked boneless ham is 4c per pound. Even the lowlier products must carry their share. Tax on feet and neckbones is something over $\frac{1}{4}$ c per pound, or 28c per

cwt. That on tails is $2\frac{3}{4}$ c lb., or 66c per cwt. Here are the figures:

FEBRUARY TAX IN TERMS OF PRODUCT.

| | IN CURE. | FRESH | | COOKED, | |
|--|----------|------------------|------------------|------------------|------------------|
| | | FROZEN, | | CURED, | |
| | | Bldd. Pork. | D.S. | S.P. | Smoked |
| | | Cents per lb. | Cents per lb. | Cents per lb. | Cents per lb. |
| Regular ham | | 2.91 | 2.91 | 2.76 | 3.09 |
| Skinned ham | | 3.28 | 3.28 | 3.07 | 3.43 |
| Boneless ham | | 3.78 | 3.78 | 3.58 | 4.00 |
| Rough shoulder | | 1.27 | 1.27 | 1.21 | 1.20 |
| Regular shoulder | | 1.33 | 1.33 | 1.29 | 1.41 |
| Skinned shoulder | | 1.41 | 1.41 | 1.33 | 1.50 |
| Picnic | | 1.14 | 1.14 | 1.08 | 1.21 |
| Boneless picnic | | 1.48 | 1.48 | 1.42 | 1.57 |
| Shoulder butt and butt | | 1.84 | 1.84 | 1.74 | 1.95 |
| Boneless butt | | 2.68 | 2.68 | 2.55 | 2.85 |
| Plate | | 1.20 | 1.20 | 1.14 | 1.27 |
| Rough short ribs, short ribs, extra short ribs, short clears, extra short clears, rib backs | | 2.02 | 2.02 | 1.93 | 2.14 |
| Pork loin | | 3.24 | 3.24 | 3.07 | 3.43 |
| Fat back | | 1.30 | 1.30 | 1.24 | 1.38 |
| Spareribs | | .99 | .99 | .94 | 1.05 |
| Belly D. S. trim..... | | 1.86 | 1.86 | 1.77 | 1.96 |
| Belly, S. P. trim, bris- kets | | 2.70 | 2.70 | 2.56 | 2.86 |
| Jowl | | 1.20 | 1.20 | 1.14 | 1.27 |
| Head | | .90 | .90 | .87 | .94 |
| Trimmings | | 1.20 | 1.20 | 1.14 | 1.27 |
| Neck bones | | .28 | .28 | .27 | .30 |
| Feet | | .28 | .28 | .27 | .30 |
| Tails | | .66 | .66 | .63 | .70 |
| Livers, hearts and kid- neys | | .66 | .66 | .63 | .70 |
| Snouts, ears, lips and miscel. edible offal.. | | .33 | .33 | .31 | .34 |
| Cheek meat | | 1.32 | 1.32 | 1.26 | 1.41 |
| Brains | | .66 | .66 | .63 | .70 |
| Tongues | | 2.49 | 2.49 | 2.35 | 2.64 |
| Lard | | 1.65 | 1.65 | 1.65 | 1.68 |
| Pork sausage | | 1.20 | 1.20 | 1.14 | .9562 |
| Dried sausage | | .90 | .90 | .86 | 1.2262 |
| Luncheon meats (in- cluding pork loaf, head cheese, etc.)... | | 1.14 | 1.14 | 1.08 | .... |

If the meat is sold in the carcass the following amounts should be figured to cover the tax:

TAX ON CARCASS BASIS.

| Carcass | Cents per lb. |
|-----------------------------|---------------|
| Head and leaf included | 1.98 |
| Head included, leaf removed | 2.01 |
| Head removed, leaf included | 2.07 |
| Head and leaf removed | 2.08 |
| Wiltshire side | 2.17 |
| Cumberland side | 1.98 |

The packer must think of this tax in terms of product per pound, rather than in terms of hog per pound. The buyer, too, must understand the meaning of these figures. Such thinking on the part of both is necessary, if the obligation to support the program is to be carried out without undue burden on any one.

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Practical Points for the Trade

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Handling Cattle Bones

A small packer asks about bones, how they are classified and what kind of bones are manufacturing bones. He says:

Editor The National Provisioner:

We produce on an average about two tons of cattle bones a month. I would like to know what kind of bones are "manufacturing bones," and whether or not these bones are raw or have they been cooked. Also please tell me how bones are graded and what are junk bones.

Cattle skulls, jaws and feet are removed on the killing floor and are trimmed of all meat. The skulls are split and the brains removed. The bones are then thoroughly washed in cold water and are cooked in open vats for the production of tallow, glue and commercial bone.

In handling the feet the shins are sawed off just above the knuckle or joint. The shin bones are then placed in open vats and cooked for about four hours at a temperature of 180 to 190 degs. F. to draw out the oil, remove the meat, etc. After cooking the bones are washed with hot water to extract any oil or remove any meat that remain and the bones are then air dried. It is these bones that are sold for manufacturing purposes, for buttons, knife handles and other articles made of bone.

Cutting bones include the front shank bones, the cannon and blade bones and the buttock and thigh bones. These are handled and cooked the same as bones from the killing floor. Commercial thigh bones must be 9 inches long or longer.

Shin bones are cut from nerve hold to nerve hold, regardless of length, averaging about 6 in. long.

How Bones are Graded.

Thigh bones—No. 1, includes all thigh bones weighing 86 lbs. and up per 100 pieces. They must average 90 lbs. per 100 pieces.

No. 2, includes all thigh bones weighing 66 to 86 lbs. per 100 pieces, averaging 70 lbs. per 100 pieces.

No. 3, all thigh bones weighing 60 lbs. per 100 pieces. Buttock bones. These include all buttock bones weighing 60 lbs. and over per 100 pieces.

Round shins—No. 1, includes all round shin bones weighing 48 lbs. and up but must average 50 lbs. per 100.

No. 2, all round shin bones 38 to 48 lbs. per 100 pieces, averaging 40 lbs. per 100.

Flat shins—No. 1, all flat shin bones weighing 38 lbs. and up per 100 pieces,

with an average of 40 lbs. per 100.

No. 2, all flat shin bones weighing 28 lbs. and up per 100 pieces. Must average 30 lb. per 100.

Bones not coming within these specifications or cracked bones are all classified as "rejects."

All bones must be handled while fresh and not allowed to stand in warm or stagnant water.

Junk bones include all sorts of bones, the commercial product including many prairie bones which the wind and sun have thoroughly dried.

If this inquirer's production of bone is not large it would be necessary for him to handle the bones as produced, unless they could be held under refrigeration until a sufficient quantity accumulated to warrant processing. They could then be cooked in open tanks for tallow, and after all grease and meat have been removed they could be thoroughly air dried. If possible to hold under proper conditions the bones could be accumulated gradually for sale by the ton or carlot.

How do your men trim hams? It might pay you to have them read "PORK PACKING," The National Provisioner's latest book.

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 5c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name

Street

City

Enclosed find a 5c stamp.

Used Salt for Curing

Is it advisable to attempt to recover used salt? If so, can such salt be used on meats?

A curing foreman raises these points. He says:

Editor The National Provisioner:

If salt knocked off of dry salt meats is caught in a receptacle, can this be used in making leaching brine for edible meats?

The inquirer asks if the salt knocked off dry salt meats could be caught in a receptacle and used for a leaching brine for edible meats.

Large accumulations of salt in the curing of dry salt meats should be avoided. Where meat is cured in small quantities the usable second salt is hardly worth saving, provided the salt has not been used wastefully in the beginning.

Any concern that does not cure meat running up into the millions of pounds can probably dismiss the thought of using second salt, as there is always an element of risk in using it on fat backs or other fat cuts.

Where Salt is Wasted.

Second salt invariably has a coating of grease from the fat meat on which it has been used. Unless the curing foreman is fully acquainted with and experienced in the handling of such salt, its use for brine is advised against.

Some dry salt cellars where tremendous quantities of meat are in cure resemble a department store in neatness, while others have been likened to the mountains in winter, with their deep banks of snow. It is in such cellars that great quantities of salt are wasted.

If second salt were saved in a strictly sanitary manner, its use might be recommended in carlot shipments of dry salt meats. In general, however, it is believed that the small curer will be better off if he uses his salt as needed in the original cure—but not wastefully—and then makes no effort to use this further on edible products.

TRUCK RECEIPTS INCREASE.

Livestock received by truck at the 13 principal markets of the country during 1933 totaled 27,718,404 head. This compares with 21,283,027 head in 1932 and 18,860,612 head in 1931. While large numbers of all kinds of livestock are trucked to market, hogs topped the list in 1933 with 17,938,081 head, 13,137,766 in 1932 and 11,777,807 in 1931. In 1933 cattle constituted the next highest group with 4,197,294 head. This class of livestock showed the largest relative increase.

February 3, 1934.

THE NATIONAL PROVISIONER

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Figuring Casing Yields

A packer is trying to figure whether it would pay him to make special arrangements to handle his casings. He says:

Editor The National Provisioner:

Please give us the list of all casings—rounds, middles and bungs—that can be obtained from a single head of cattle. Something for an average to work on. We also desire the same information in reference to hogs.

This information is needed by us as we have thought of putting in a casing man, and we want to see if we are killing enough to warrant the engaging of a casing man.

The unit for this packer to work on is from the standpoint of the casing yield rather than the product produced by each animal.

It requires an average of $2\frac{1}{2}$ to 3 head of cattle to produce a set of beef middles, and from 6 to 8 hogs to produce a pound of casings free of salt.

The yield is dependent in large measure upon the quality of the animals slaughtered. Animals from some sections of the country are better, the intestines are of better quality and yield higher.

It is assumed that this packer's idea would be to produce commercial casings for sale, rather than a product for the use of his own sausage department.

If he has had no experience along this line, he might wish to experiment before definitely going into the business on a commercial scale. He does not indicate the size of his kill. If this is large it would pay to install casing cleaning equipment, but this would not be profitable on a small kill.

It should be possible for this inquirer to handle sufficient casings for the use of his sausage department with his regular killing floor gang.

S-K EMPLOYEES GET AWARDS.

The Wm. Schluderberg-T. J. Kurde Co., Baltimore, Md., presented 150 service emblems to employees who have been in their service five years or more at a special affair held in their honor on Tuesday night, January 30, at Baltimore. The principal address of the evening was made by president W. F. Schluderberg, who pointed out that there are now about 550 employees who have been in the employ of the Esskay Company or the parent companies—William Schluderberg & Son and T. J. Kurde Company—for a period of over five years. Some of these range from five years' to thirty years' service. About 1,000 Esskay employees attended the party and speeches were made by president W. F. Schluderberg, vice president Joseph Kurde, J. Thomas Lyons, executive vice president of radio station WCAO, and Fred Dewberry of the Esskay Employee's Association. After the presentation of awards a dance was held for the employees and refreshments were served.

THE NATIONAL PROVISIONER Steam and Power SAVING SERVICE

Meat packers—so efficient in meat processing and manufacture—have not kept their power departments in step with modern developments.

There is much inefficient steam and power generating equipment in use. Practices in many instances are behind the times. Advantage has not been taken of modern, cost-cutting equipment and waste elimination methods and appliances. The result is much waste and loss, with steam and power costs higher than they need be.

THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE is a new service to readers of THE NATIONAL PROVISIONER. Its purpose is:

To collect and disseminate information on meat plant steam and power practices,

To indicate bad conditions and costly methods,

To aid packers to compare their steam and power costs with those in other plants, to solve their steam and power problems, to improve boiler and engine room results, to cut steam and power costs and to reduce steam and power waste.

This is in no sense a consulting engineering service. There is a place for the consulting engineer that no other can fill.

But there is also a need for a service to bridge the gap between the plant on the one hand and the consulting engineer on the other—the practical experience of the operating force and the technical skill and knowledge of the trained expert.

It is in this gap that THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE will attempt to fill.

Obviously no attempt will be made to design plants, to criticize designs, or to compare the merits and advantages of one piece of equipment with another. Particular conditions vary too widely to attempt these services.

But packer subscribers with everyday operating problems are invited to consult THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE. Every effort will be made to help them.

VALUE OF EXHAUST STEAM.

Is 100 per cent meat plant electrification good economy? One packer wants to know. He says:

Editor The National Provisioner:

All of our equipment, including ammonia compressor, is driven by motors operated by purchased power. We make steam at 125 lbs., reducing it to 80 lbs. for processing and 5 lbs. for water heating, cooking, building heating, etc. Is this an economical arrangement?

Probabilities are that this inquirer is losing considerable money, the amount depending in large measure on the demand for steam at 5 lbs. pressure.

Steam and Power Savings

If you could get your power for nothing, Mr. Packer, would you be interested?

Others are doing it.

Surveys of packers' heat and power conditions made by a number of engineers in a variety of packing plants show tremendous possibilities of savings.

Results of these studies are covered in a series of articles now appearing in THE NATIONAL PROVISIONER.

When completed a limited edition of this series will be reprinted in pamphlet form. If you want the facts and figures it contains, fill out and return at once the following coupon:

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Steam at 5 lbs. pressure can be obtained in two ways—by putting 125-lb. steam through a pressure reducing valve, as in this case, or putting the 125-lb. steam through a steam engine or turbine and exhausting against a back pressure of 5 lbs.

The results are the same, the 5-lb. steam in both cases containing the same number of heat units and being at the same temperature.

In the first case, however, 36 B.t.u. per pound of steam are lost. In the second case these 36 B.t.u. are available for the production of power. Steam put through an engine, however, will contain some oil and cannot be used in oven cooking unless the oil is removed.

There is a certain packer who solved a problem similar to this by installing an engine-driven compressor. He is saving about \$1,000 per month. The exhaust steam is used for cooking, smokehouse heating, building heating in winter, boiler feed water heating, etc. In winter it sometimes is necessary to supplement the exhaust steam supply with live steam, and in summer he sometimes has some exhaust steam to waste. He is planning, however, to make further use of exhaust steam for heating up the rendering tank while it is being charged, and in heating another smokehouse.

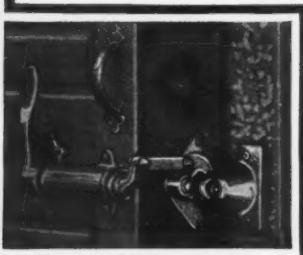
With the exception of the compressor, all of the other equipment in the plant is operated by purchased power. The rate is 2c per k.w.h. His steam piping is so arranged and equipped that live steam is automatically admitted to the exhaust line as the demands require. When more exhaust steam is produced than is needed, the excess is automatically vented to the atmosphere.

Many packing plants are losing money because they produce no exhaust steam. This inquirer appears to be one of them.

Jamison & Stevenson Cold Storage DOORS



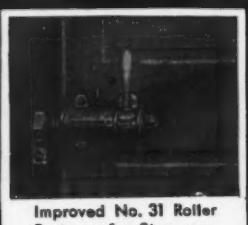
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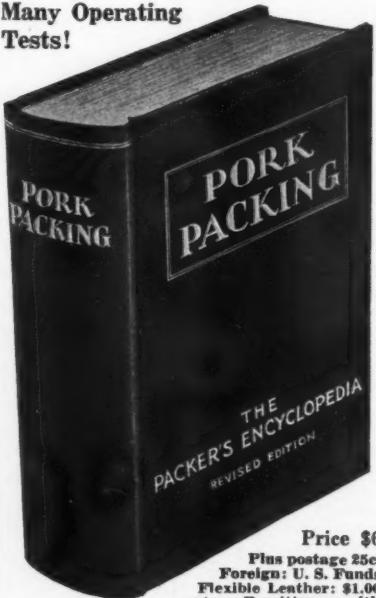
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STORAGE IN RETAIL STORES.

Meat "goes bad" because it is attacked by moulds and bacteria which find their way onto its surface and there grow and multiply. The function of a refrigerator is to retard this growth. It is a mistake to imagine that a refrigerator is an infallible preserver of meat, no matter what its condition when put in. The most important thing to realize is that parts of a healthy animal used for food are practically free from fungi and bacteria.

These invisible organisms, says a report issued by the Department of Science and Industrial Research of England, come from the dust in air in abattoirs and retail stores, from the skin, hoof and viscera, and from hands, knives and clothes which carry them from infected surfaces to clean ones. If meat becomes heavily infected with fungi and bacteria, ordinary refrigeration can not prevent its rapid decay.

Thus, the two chief factors controlling the storage life of meat are the mean temperature of refrigerator and the degree to which the meat has been infected by micro-organisms during and after slaughter. With pieces of meat from the same animal, and exposed to the same bacterial contamination at the outset, experiments recorded in the report show that slime, which is the evidence of heavy bacterial infection, appeared after two days' storage at 50 degs. Fahr. It took 10 days to appear at 32 degs. Fahr. These experiments explain a point not always appreciated by the butcher.

"If," the report continues, "after cutting up the carcass the joints are allowed to hang for, say, a day in the shop window, although no visible change has occurred, yet the meat is now half-way towards the slimy condition. It follows that, if it is now placed in the refrigerator at 32 degs. Fahr., the meat will have approximately only half its storage life still to go, i.e., it is in danger of becoming slimy in about 5 days instead of the full 10 days."

"Repeated removal from the refrigerator to the shop and back again also greatly accelerates the onset of slime. Each time the meat is taken from the refrigerator to the shop, the rise in temperature hastens the growth of the micro-organisms on it, while, the meat being cooler than the air, a film of moisture is formed on it which helps localized bacterial growth to spread all over the surface."

"On the other hand, if meat is stored in uncut quarters, much of its surface is covered with fatty or connective tissue upon which the growth of micro-organisms is minimized. On all counts, therefore, it is advisable to store meat in as large pieces as practicable, so

long as the efficient circulation of air in the refrigerator is not impaired."

Dealing with the initial infection of meat by bacteria or mould, the report points out that meat becomes unsaleable when the amount of bacteria or mould reaches 30 million organisms per square centimetre, and the time taken for the organisms present to multiply to this number naturally depends on the initial number present. It should be practicable for meat to enter the store with not more than 100 to 1,000 organisms per square centimetre of surface, and it may then be stored for about a fortnight at 32 degs. Fahr.

This is ample time for ordinary requirements; most butchers do not need to keep meat longer than from one week-end until the next. By exercising extraordinary care in the handling it is possible to keep lean meat in good condition for three weeks, whilst under exceptionally bad conditions meat may be spoiled in three or four days.

SOLID CO₂ REFRIGERATION.

Experiments in the transportation of perishable foodstuffs refrigerated with solid carbon dioxide are being carried out by the American-Hawaiian steamship line. A carload of chocolate refrigerated in this manner has been carried from the Atlantic to the Pacific Coast by the steamer Missourian, and a carload of eggs, similarly refrigerated, was previously carried from Los Angeles to New York. In both cases, it is reported, the cargoes arrived in perfect condition. Further experiments are to be tried with other perishable foodstuffs. If these are successful cargo space refrigerated with solid carbon dioxide may be enlarged on the vessels of this line.

PERISHABLE FREIGHT HEARING.

Subjects listed below will be given consideration by the National Perishable Freight Committee at a shippers' public hearing to be held at room 308 Union Station building, 516 W. Jackson blvd., Chicago, on Wednesday, February 14, 1934, commencing at 10:00 A. M.

No. 3055—Top icing vegetables.

No. 3091—Re-icing shipments moving under standard refrigeration at intermediate stop or hold points and at final destination.

No. 3094—Change from ventilation to heater service.

No. 3095—Re-icing in transit shipments initially iced billed "Do not re-ice."

No. 3099—Change in service on shipments billed "do not re-ice" to standard refrigeration.

No. 3100—Re-icing cars at loading station.

No. 3105—Allowing shippers to perform icing service at loading station on shipments moving on cost of ice basis.

No. 3106—Notification of consignee of arrival on shipments moving under carriers' protective service against cold.

No. 3107—One re-icing in transit on fish Oregon and Washington to interstate points.

No. 3110—Charges on shipments stored in transit.

No. 3111—Handling shipments under icing, refrigeration, ventilation, during winter season.

No. 3113—Heater charges Nebraska and Wyoming to interstate points.

No. 3114—Protective service against cold on bananas.

No. 3115—Dry car ordered versus iced car furnished.

No. 3117—Standard ventilation—Manipulating ventilators at 34 degs., in lieu of 32 degs. Fahr.

No. 3118—Charge for salt supplied to fruits and vegetables moving under standard refrigeration service.

No. 3119—Handling liquid commodities under protective service.

No. 3120—Re-icing by shippers in transit and at destination.

No. 3121—Refrigeration charges Colorado to interstate points.

No. 3122—One re-icing in transit on shipments transported under replenishing service.

No. 3125—Minimum weight on shipments moving in individual cars.

No. 3126—Replenishing fuel in transit moving under shippers' protective service against cold.

No. 3129—Inspection of cars.

No. 3131—Manipulating vents on shipments transported under carriers' protective service against cold.

No. 3132—Change from carriers' protective service against cold to refrigeration.

No. 3133—Shippers instructions on shipments moving under protective service against cold.

No. 3139—Manipulating vents on shipments handled under pre-cooling service.

No. 3140—Furnishing heaters to shipments of sweet potatoes handled under Shippers' Protective Service Against Cold.

REFRIGERATION NOTES.

Congressman J. J. McSwain, Greenville, S. C., is advocating the erection of a cold storage warehouse from federal funds at that point. Similar movements have been started in Laurens and Union counties.

H. W. Myrick of Quitman, Ga., has just opened the West End Ice & Storage Co., which cost approximately \$20,000 to erect and has a daily capacity of 400,000 lbs. of meat.

S. Y. Guthrie and W. W. Fuller have chartered the Dallas Air Conditioning Co., Inc., of Dallas, Tex. The capital stock is \$10,000.



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It has been our good fortune to have provided packers with much of the paper required for wrapping emergency pork orders, and because of our familiarity with the many problems involved, we have been able to offer considerable assistance to them.

As the industry knows, there have been some important changes in specifications for the most recent allotment known as Schedule No. 33. Specifications read:

Each piece of pork shall be wrapped in one sheet of Kraft paper, 30-lb. basis waxed to 40-lb. as an inner wrapper and one sheet of unwaxed Northern Kraft paper, 30-lb. basis for smoked meat and 40-lb. basis for dry salt meat, as an outer wrapper, or in two or more sheets of other grades of paper which in the opinion of the B. A. I. inspector are of equivalent quality and suitable for the purpose.

Although Schedule No. 33 is now in effect, allotments are still being awarded under Schedule No. 32, and we are in position to furnish paper for both Schedules.



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CHICAGO, ILL.

Provision and Lard Markets

WEEKLY REVIEW

Trade Fairly Active—Market Firmer—Hogs Stronger—Western Run Liberal—Cash Trade Fair to Moderate—Government Activities in Market a Factor.

Market for hog products the past week was fairly active and firmer. There was increased commission house speculative interest on the buying side, while selling was largely profit taking and hedge pressure through packing house and warehouse interests.

Buying was influenced by a better market for hogs as well as further government buying of hogs and hog products. While the hog run slowed up for a time, a bulge to \$4.00 for top hogs at Chicago, the best levels since late last November, served to bring about an increase in the movement to market, offset fairly liberal governmental purchases and bring about a setback in a top price of \$3.80.

Cash trade was reported fair to moderate, but it was apparent that the administration was taking fairly liberal quantities for needy relief. Awards were made to five of the larger packers for the purchase of 2,242,000 lbs. of lard. At the same time, awards were announced to purchase and process some 463,060 hogs into smoked Wiltshire sides by the Federal Surplus relief corp.

Government Will Buy More Hogs.

Buying of hogs is to begin immediately, daily purchases to average around 23,245 hogs in the various markets. Secretary of Agriculture Wallace on February 1, approved plans to increase the buying of pork for relief needs.

Following the passage of the gold bill, the President set the price of \$35.00 an ounce for gold, stabilizing the dollar at 59c. This represents a new high gold price level and a new low on the dollar in cents and was construed inflationary, and constructive on commodity prices for some time to come. It served to create more confidence that commodities generally will reach the 1926 averages, which the Administration has been striving for since it took office.

Lard Exports Drop.

Routine conditions have very little influence on the market. Expectations were that lard stocks at Chicago would increase liberally the last half of January, but the trade continued to anticipate a marked falling off in hog marketings in the near future. It was argued that when the hog run slows up meat and lard stocks will be cut down rapidly. There was decidedly more optimistic reports as to the business situation in general, and this was viewed constructively on hog products for the long pull.

Official exports of lard for the week ended January 20 were 8,885,000 lbs., against 11,891,000 lbs. last year. Exports from January 1 to January 20 have been some 24,064,000 lbs., against 34,560,000 lbs. the same time last year.

Exports of hams and shoulders, including Wiltshires, for the week were

415,000 lbs., against 298,000 lbs. a year ago; bacon, including Cumberrals, 598,000 lbs., against 347,000 lbs.; pickled pork, 93,000 lbs., against 170,000 lbs.

PORK—Market was steady and demand better owing to colder weather at New York. Mess was quoted at \$18.50 per barrel; family, \$20.50 per barrel; fat backs, \$14.00@17.00 per barrel.

LARD—Market was firmer at New York and demand fair. Prime western was quoted 6.20@6.30c; middle western, 6.00@6.10c; New York City tierces, 4%c; tubs, 5%c; compound, car lots, 7c; smaller lots, 7½c; refined lard to the Continent, 5@5½c; South America, 5½@5¾c; Brazil kegs, 5½@5¾c.

At Chicago, regular lard in round lots was quoted at 2½c over new January; loose lard, 67½c under new January; leaf lard, 62½c under January new.

See page 38 for later markets.

BEEF—Demand was fair and the market steady at New York. Mess was nominal; packet, nominal; family, \$10.00 @11.50 per barrel; extra India mess, nominal.

ASK NEW BIDS ON WILTSHIRES.

Another set of bids on smoked Wiltshire sides has been asked by the Federal Surplus Relief Corporation, to be opened on February 9. Bids are to be made under schedule 39-FSRC, which is similar in all respects to those made under schedule 9 and described in THE NATIONAL PROVISIONER of December 16, 1933, page 27.

Hogs eligible to purchase for filling these bids must weigh between 100 and 200 lbs. alive and must be of good quality. Each of the sides should weigh between 30 and 60 lbs., green. The following requirement is made in regard to the processing tax on these hogs:

"The hog products upon which bids are requested are for delivery by the Federal Surplus Relief Corporation to an organization for charitable distribution or use. This corporation must include in its claim for refund of the tax paid with respect to the product proof satisfactory to the Commissioner of Internal Revenue that the tax was actually paid to a collector of internal revenue.

"Therefore, the bidder will be re-

Hog Cutting Loss Increases

Both product values and hogs averaged higher this week, resulting in slightly less satisfactory cut-out results than a week ago. The test this week is based on the first three days of the week when the processing tax was one dollar per hundredweight, the fourth day of the period witnessing the increase to \$1.50, is not included in the figures.

Some improvement in price was shown in loins, dry salt meats and lard over prices of a week earlier and hogs reached a higher top during the week than at any time in the past two months.

Uneven distribution of receipts resulted in considerable price fluctuation, the high time of the week just closed representing a level 50c higher than the low of a week earlier. Government buying of hogs added considerable strength to the market particularly for

the lighter weights, that is those averaging under 200 lbs. which were eligible to government contracts. On the fourth day of the session hogs weighing up to 240 lbs. were bought for government account resulting in considerable activity in these kinds.

General quality of receipts at Chicago was good although some days showed predominance of poor quality. The supply of pigs was small and found poor outlet. Receipts at the seven principal markets totaled 409,100 head during the four days of this week as against 455,300 last week and 317,500 a year ago. The week's top at \$4.00 was made on Tuesday and Thursday with the high average of \$3.80 on Tuesday.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first three days of the current week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE.

| | 160 to 180 lbs. | 180 to 220 lbs. | 220 to 250 lbs. | 250 to 300 lbs. |
|---|--------------------|--------------------|--------------------|--------------------|
| Regular hams | \$1.35 | \$1.34 | \$1.33 | \$1.33 |
| Picnics | .31 | .30 | .28 | .27 |
| Boston butts | .27 | .27 | .27 | .27 |
| Pork loins | .88 | .77 | .70 | .65 |
| Bellies, light | 1.10 | 1.05 | .66 | .21 |
| Bellies, heavy | ..... | ..... | .25 | .60 |
| Fat backs | ..... | ..... | .15 | .20 |
| Plated and jowls | .07 | .08 | .10 | .12 |
| Raw lard | .10 | .10 | .10 | .10 |
| P. S. lard, rend. wt. | .06 | .74 | .06 | .60 |
| Spare ribs | .06 | .06 | .06 | .06 |
| Regular trimmings | .09 | .09 | .09 | .09 |
| Feet, tall, backbones | .04 | .04 | .04 | .04 |
| Total cutting value (per 100 lbs. live wt.) | \$4.93 | \$4.84 | \$4.60 | \$4.60 |
| Total cutting yield | 68.50% | 69.50% | 71.00% | 72.00% |
| Crediting edible and inedible offal values to the above totals and deducting from these the cost of live hogs plus all expenses including the processing tax which for the first three days of the current week was \$1.00 per hundred, live weight, the following results are secured: | | | | |
| Loss per cwt. | \$.12 | \$.33 | \$.35 | \$.81 |
| Loss per hog | \$.20 | \$.66 | \$.80 | \$.85 |

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The market for tallow was somewhat quieter at New York the past week, and after easing $\frac{1}{2}$ c to $2\frac{1}{2}$ c, f.o.b., for extra developed a steadier undertone. There was a moderate to fair domestic trade at the $2\frac{1}{2}$ c level but offerings dried up somewhat on the decline. Little was heard of export business during the week, although some interest was in the market, but barely steady to slightly lower exchange rates appeared to have interrupted trade. However, a belief prevailed in some directions that additional business was accomplished and was being kept under cover. On the whole the market appeared to be fairly well sold up. Following the raising of the gold price to \$35.00 an ounce, by the Administration, the market developed a firmer tendency. At New York special was quoted at $2\frac{1}{2}$ @ $2\frac{1}{2}$ c, extra $2\frac{1}{2}$ @ 3 c, and edible $4\frac{1}{2}$ @ $4\frac{1}{2}$ c.

At Chicago the market was decidedly firmer, due mainly to light offerings from large and small producers. Inquiries are good for the last half of February forward at around inside figures, with no acceptances. Selling pressure is decidedly less evident on renderers' and small packers' product. At Chicago edible was quoted $3\frac{1}{2}$ c, fancy $3\frac{1}{2}$ c, prime packer $3@3\frac{1}{2}$ c, No. 1 at $2\frac{1}{2}$ c and No. 2 at $2\frac{1}{2}$ c.

At the London auction 565 casks were offered and 194 sold at prices unchanged to 6d lower than the previous sale, with mutton quoted at 22s 6d to 24s 6d; beef 21s to 22s 9d, and good mixed 19s 6d to 20s 6d.

Exports of tallow from New York during January were around 4,630,000 lbs.

At Liverpool, Argentine beef tallow, January-February, was unchanged at 20s 3d; while Australian good mixed at Liverpool, January-February, was unchanged at 19s.

STEARINE—While the market ruled quiet at New York the past week the tone was steadier, with last business at $4\frac{1}{2}$ c but the market was quoted at $4\frac{1}{2}$ @ 5 c for oleo.

At Chicago, oleo stearine was firmer with moderate offerings at $4\frac{1}{2}$ c.

OLEO OIL—Routine interest continued to feature this market at New York with no particular activity in evidence, but prices were steady with extra quoted at $5\frac{1}{4}$ @ $5\frac{1}{2}$ c, prime $4\frac{1}{2}$ @ $5\frac{1}{2}$ c and lower grades $4\frac{1}{2}$ @ 5 c.

At Chicago, the market was quiet but steady with extra quoted at $5\frac{1}{2}$ c for preferred brands.

LARD OIL—A moderate but routine demand and a steady tone featured the market at New York the past week with prime quoted at $9\frac{1}{2}$ c, extra winter 8c, extra $7\frac{1}{2}$ c, extra No. 1 at $7\frac{1}{2}$ c, No. 1 at 7c, No. 2 at $6\frac{1}{2}$ c.

See page 38 for later markets.

NEATSFOOT OIL—A scattered but moderate demand was reported. The market was steady without particular change at New York, with pure quoted

at 13 c, extra $7\frac{1}{2}$ c, extra No. 1 at $7\frac{1}{2}$ c and cold test at $16\frac{1}{2}$ c.

GREASES—There was evidence of a little more activity in the grease market at New York the past week but the tone was barely steady. Both yellow and house grease appeared to have moved in a fair way in the domestic trade at $2\frac{1}{2}$ c delivered or $2\frac{1}{2}$ c f.o.b. A fairly steady tallow market for a time had some influence but firmness in the outside markets served to steady producers' ideas.

Consumers experiencing a satisfactory soap trade were apparently forced into the market in some cases to replenish supplies and this with the latest monetary developments at Washington served to bring about a better undertone in greases.

At New York yellow and house were quoted at $2\frac{1}{2}$ c f.o.b., A white $3@3\frac{1}{2}$ c, B white $2\frac{1}{2}$ @ 3 c; choice white $3\frac{1}{2}$ @ 4 c.

At Chicago the market was firmer with a generally good undertone, due to holding tendencies on the part of producers. White grease sold for the first half of February at 3c, c.a.f. Chicago. Some offered immediately at same figure, with $2\frac{1}{2}$ c bid. Good demand for yellow grease at $2\frac{1}{2}$ c, Chicago. Brown was quoted at $2\frac{1}{2}$ c, yellow $2\frac{1}{2}$ @ $2\frac{1}{2}$ c, B white $2\frac{1}{2}$ @ 3 c, A white $2\frac{1}{2}$ c and choice white, all hog, 3c.

By-Products Markets

Chicago, Feb. 1, 1934.

Blood.

Demand better and market stronger.

| | Unit |
|----------|--------------------------|
| Ground | \$2.60@ $2\frac{1}{2}$ c |
| Unground | $2.55@2.70$ |

Digester Feed Tankage Materials.

Trade reported quiet. Buyers' views around \$2.00.

| | Unit Ammonia. |
|-----------------------------|-------------------------|
| Unground, 10 to 12% ammonia | \$2.15@ 2.25 & 10 c |
| Unground, 8 to 10% ammonia | $2.25@2.35$ |
| Liquid stick | @ 1.50 |

Dry Rendered Tankage.

Product in good demand and offerings light.

| Hard pressed and exp. unground per unit protein | \$4.71@ $.52$ c |
|---|-----------------|
| Soft prsd. pork, ac. grease & quality, ton | @ 25.00 |
| Soft prsd. beef, ac. grease & quality, ton | @ 20.00 |

etc.

Automatic TEMPERATURE CONTROL
FOR Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

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POWERS REGULATOR CO.

Packinghouse Feeds.

Demand improving and market firm.

| | Per Ton. |
|---|--------------|
| Digester tankage meat meal | \$ @ 20.00 |
| Meat and bone scraps, 50% | @ 35.00 |
| Steamed bone meal, 65%, special feeding per ton | @ 27.50 |
| Raw bone meal for feeding | @ 35.00 |

Fertilizer Materials.

Market quiet. Prices largely nominal.

| | |
|--|---------------|
| High grd. tankage, ground, 10@12% am. | \$ 2.20@ 2.30 |
| Bone tankage, ungrd., low gd., per ton | 16.00@10.00 |
| Hoof meal | @ 2.00 |

Bone Meals (Fertilizer Grades.)

Seasonal quietness rules market. Prices nominal.

| | |
|-------------------------|---------------|
| Steam, ground, 3 & 50 | \$18.00@10.00 |
| Steam, unground, 3 & 50 | 15.00@16.00 |

Horns, Bones and Hoofs.

Buying interest continues light. Some demand for hoofs.

| | |
|--|------------------|
| Horns, according to grade | \$10.00@ 90.00 |
| Mfg. shin bones | 55.00@ 85.00 |
| Cattle hoofs | 25.00@ 35.00 |
| Junk bones | 12.00@ 15.00 |
| (Note—Foregoing prices are for mixed cartloads of unassorted materials indicated above.) | |

Gelatine and Glue Stocks.

Market continues dull.

| | Per ton. |
|-----------------------------------|------------------|
| Kip stock | \$10.00@ 12.00 |
| Calf stock | 12.00@ 15.00 |
| Sinews, plucked | 1.00@ 6.00 |
| Horn pits | 16.00@ 18.00 |
| Cattle jaws and knuckles | 19.00@ 21.00 |
| Hide trimmings (new style) | 4.00@ 6.00 |
| Hide trimmings (old style) | 6.00@ 8.00 |
| Pig skin scraps and trim, per lb. | 3/4@ 3/4c |

Animal Hair.

Market steady with last week.

| | |
|-----------------------------------|---------------|
| Summer coil and field dried | 3/4@ 1c |
| Winter coil dried | 1.75@ 2 1/2c |
| Processed, black, winter, per lb. | 5/4@ 6c |
| Processed, grey, winter, per lb. | 4 1/2@ 5c |
| Cattle switches, each* | 1 1/2@ 2 1/2c |

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Jan. 31, 1934.

A very small amount of business has been done in packing house by-products during the past week because of the lack of demand from local buyers.

As stocks of tankage and blood are not very heavy, sellers are holding quotations at about the same as last week.

Very heavy sales of nitrate of soda and sulphate of ammonia have been made in the South and an increase in the price of sulphate of ammonia may be looked for at any time.

February 3, 1934.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 1, 1934.—Cotton oil futures up about $\frac{1}{4}$ c lb. and crude $\frac{1}{4}$ c lb. for the week, compared to advance in lard of nearly $\frac{1}{4}$ c lb. Crude held firmly at $\frac{3}{4}$ c lb. for Valley; $3\frac{1}{2}$ c lb. Texas bid with mills generally holding for 4c lb. Bleachable nominal at 4.6c lb. loose New Orleans.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 1, 1934.—Crude cottonseed oil, $3\frac{1}{2}$ c lb.; forty-one per cent protein cottonseed meal, \$24.50; loose cottonseed hulls, \$8.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 1, 1934.—Prime cottonseed oil, $3\frac{1}{2}$ c lb.; forty-three per cent meal, \$23.00; hulls, \$9.00.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Jan. 31, 1934.

Trading in cottonseed meal was not as active as on Tuesday. Although dull and somewhat lower at opening the market recovered some of its loss during the day and closed unchanged to 25c higher. Chief interest was again in May which sold from a high for the day of \$25.50 to \$25.25 back to \$25.35 at the close. From a mill standpoint conditions continue very firm and offerings from that direction are limited. Cotton seed continued firm at unchanged prices to 75c higher.

HOLDS FARM ACT ILLEGAL.

The agricultural adjustment act was declared unconstitutional on January 30 by federal judge Alexander Akerman at Tampa, Fla., at the conclusion of a two-day hearing on injunction proceedings brought by a group of Florida citrus growers to prevent the state control committee from enforcing proportion orders. An injunction was issued to the Hillsborough Packing company and Lake Fern Groves, Inc.

"In the light of the constitution, which I read once each week, the act is so full of holes you could drive eight yoke of oxen through it," Judge Akerman said in an oral order from the bench. "I would be more than happy if I could avoid deciding the questions presented in this case, but if I did I'd be a coward. I cannot allow public clamor to deter my ruling as I see the matter."

FAVORS 5c TAX ON MARGARINE.

Oleomargarine would be subjected to a compensatory tax graduated upward to 5c per pound should the proposal made by Secretary of Agriculture Wallace to representatives of the dairy and beef industries on January 29 be made effective. Among plans proposed to aid the dairy industry under the AAA would be a processing tax on butterfat in milk and its products, "with an equivalent compensatory tax on oleomargarine" in the amount stated.

TO PROTECT DOMESTIC FATS.

Inclusion of an excise tax of 5c per pound on all cocoanut and sesame oils, either domestic or imported, by the House committee on ways and means in the tax revision bill places a virtual embargo on imported vegetable oils. Should this action be approved it would have the effect of adding 5c per pound to the present tariffs of 2c a pound on cocoanut oil and 3c a pound on sesame, making the tariff 7c and 8c respectively on these oils. This is imposed in the nature of a compensating tax, as provided under the agricultural adjustment act, to protect domestic fats and oils against foreign competition.

MARGARINE MATERIALS USED.

Oleomargarine produced and materials used in manufacture during December, 1933, with comparisons:

| | Dec. 1933. Lbs. | Dec. 1932. Lbs. |
|-------------------------|--------------------|--------------------|
| Butter | 35 | 680 |
| Cocoanut oil | 12,920,437 | 12,151,466 |
| Corn oil | 11,965 | 1,732 |
| Cottonseed oil | 1,729,576 | 1,483,383 |
| Derivative of glycerine | 56,595 | 32,427 |
| Lecithin | 60 | 60 |
| Milk | 5,009,531 | 4,664,112 |
| Neutral lard | 967,266 | 942,035 |
| Oleo oil | 1,187,742 | 1,169,827 |
| Oleo stearine | 216,064 | 271,482 |
| Oleo stock | 35,512 | 24,120 |
| Palm oil | 33,650 | 17,210 |
| Peanut oil | 244,264 | 204,608 |
| Salt | 1,228,876 | 1,144,822 |
| Soda (benzoate of) | 7,895 | 6,340 |
| Sugar | 7,471 | ..... |
| Total | 23,357,191 | 22,114,299 |

| | Dec. 1933. Lbs. | Dec. 1932. Lbs. |
|---|--------------------|--------------------|
| Cocoanut oil | 108,062 | 82,710 |
| Color | 304 | 240 |
| Cottonseed oil | 55,865 | 35,266 |
| Derivative of glycerine | 405 | 5 |
| Milk | 66,639 | 72,010 |
| Neutral lard | 28,509 | 26,398 |
| Oleo oil | 79,268 | 45,489 |
| Oleo stearine | 8,926 | 4,615 |
| Oleo stock | 4,638 | 200 |
| Palm oil | ..... | 15,190 |
| Peanut oil | 1,606 | 2,084 |
| Salt | 27,228 | 19,163 |
| Soda (benzoate of) | 27 | 18 |
| Sugar | 29 | ..... |
| Total | 411,480 | 303,393 |
| Total ingredients for colored and uncolored | 23,768,671 | 22,417,602 |

NOVEMBER MEAT CONSUMPTION.

Federally-inspected meats apparently available for consumption during November, 1933, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

| | Consumption lbs. | Per capita lbs. |
|-------------------|---------------------|--------------------|
| BEEF AND VEAL. | | |
| November, 1933 | 437,000,000 | 3.5 |
| November, 1932 | 357,000,000 | 2.9 |
| PORK (Inc. Lard). | | |
| November, 1933 | 671,000,000 | 5.3 |
| November, 1932 | 631,000,000 | 5.0 |
| LAMB AND MUTTON. | | |
| November, 1933 | 53,000,000 | .42 |
| November, 1932 | 53,000,000 | .43 |

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended January 27, 1934 were as follows:

| Point of origin. | Commodity. | Amount. |
|----------------------------|-------------|---------|
| Argentina—Roast beef | 4,500 lbs. | |
| Canada—Bacon | 4,907 lbs. | |
| Canada—Pork cuts | 2,580 lbs. | |
| Canada—Sausage | 438 lbs. | |
| Denmark—Liver paste | 714 lbs. | |
| England—Bacon | 2,116 lbs. | |
| England—Beef extract | 1,584 lbs. | |
| Germany—Ham | 5,701 lbs. | |
| Germany—Sausage | 5,089 lbs. | |
| Italy—Salami | 255 lbs. | |
| Poland—Ham | 15,246 lbs. | |
| Switzerland—Bouillon cubes | 3,249 lbs. | |
| Switzerland—Soup tablets | 2,813 lbs. | |

COTTON OIL TRADING.

COTTONSEED OIL — Demand at New York was fair, but spot offerings were steadily held owing to strength in futures. Crude oil was quiet; Southeast and Valley, $3\frac{1}{2}$ c bid; Texas, 3c bid.

Market transactions at New York:

Friday, January 26, 1934.

| | Range | Closing |
|------|--------|------------------------|
| | Sales. | High. Low. Bid. Asked. |
| Spot | | a |
| Jan. | 3 | 460 460 460 a 468 |
| Feb. | ..... | 476 a 480 |
| Mar. | ..... | 480 a 500 |
| Apr. | 8 | 498 495 498 a trad |
| May | ..... | 500 a 515 |
| June | 25 | 516 512 516 a trad |
| July | ..... | 515 a 528 |
| Aug. | | 515 a 528 |

Sales, including switches, 38 contracts, southeast crude, $3\frac{1}{2}$ c nominal.

Saturday, January 27, 1934.

| | Range | Closing |
|------|--------|------------------------|
| | Sales. | High. Low. Bid. Asked. |
| Spot | | a |
| Jan. | | 468 a Bid |
| Feb. | | 460 a 475 |
| Mar. | | 480 a 482 |
| Apr. | | 480 a 500 |
| May | | 498 a 502 |
| June | | 500 a 515 |
| July | 11 | 518 517 518 a 520 |
| Aug. | | 520 a 530 |

Sales, including switches, 11 contracts, southeast crude, $3\frac{1}{2}$ c nominal.

Monday, January 29, 1934.

| | Range | Closing |
|-------|--------|------------------------|
| | Sales. | High. Low. Bid. Asked. |
| Spot | | a |
| Feb. | | 475 a 495 |
| Mar. | 18 | 485 485 498 a 500 |
| Apr. | | 500 a 520 |
| May | 12 | 517 504 514 a 518 |
| June | | 515 a 535 |
| July | 32 | 535 520 534 a 537 |
| Aug. | | 535 a 555 |
| Sept. | 47 | 553 540 550 a 552 |

Sales, including switches, 109 contracts. Southeast crude, $3\frac{1}{2}$ c bid.

Tuesday, January 30, 1934.

| | Range | Closing |
|-------|--------|------------------------|
| | Sales. | High. Low. Bid. Asked. |
| Spot | | a |
| Feb. | | 490 a 495 |
| Mar. | 21 | 500 498 495 a 498 |
| Apr. | | 495 a 515 |
| May | 1 | 513 513 510 a 515 |
| June | | 515 a 531 |
| July | 10 | 539 533 533 a 534 |
| Aug. | | 535 a 545 |
| Sept. | 33 | 553 550 548 a 551 |

Sales, including switches, 65 contracts. Southeast crude, $3\frac{1}{2}$ c bid.

Wednesday, January 31, 1934.

| | Range | Closing |
|-------|--------|------------------------|
| | Sales. | High. Low. Bid. Asked. |
| Spot | | a |
| Feb. | | 480 a 490 |
| Mar. | 11 | 490 489 490 a 493 |
| Apr. | | 490 a 510 |
| May | 1 | 505 505 506 a 512 |
| June | | 510 a 520 |
| July | 11 | 529 521 528 a 529 |
| Aug. | | 530 a 543 |
| Sept. | 11 | 548 544 546 a 547 |

Sales, including switches, 34 contracts. Southeast crude, $3\frac{1}{2}$ c bid.

Thursday, February 1, 1934.

| | Range | Closing |
|-------|--------|------------------------|
| | Sales. | High. Low. Bid. Asked. |
| Feb. | | 485 480 a |
| Mar. | | 498 495 a |
| May | | 515 510 a |
| July | | 535 532 a |
| Sept. | | 555 552 a |

See page 38 for later markets.

February 3, 1934.

THE NATIONAL PROVISIONER

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Vegetable Oil Markets

WEEKLY REVIEW

Trade Larger—Market Firm—Prospective Duty on Cocoanut Oil Helpful—Cash Trade Fair—Crude Dull and Steady—Cotton Control and Acreage Uncertain.

There was a distinctly broader trade in cottonseed oil futures the past week, and the market presented a firm appearance. Prices bulged to about the best levels of the season on the late deliveries. Commission house demand, for a time, was more general than for many months past, with the buying influenced by the outlook for cotton production control this season.

Monetary developments at Washington and the favorable report by the House Ways and Means Committee for an additional excise tax of 5c lb. on cocoanut and sesame oil coming into this country were constructive. The excise tax of 5c lb would bring the total tax on cocoanut oil on countries other than from the Philippines to 7c per pound including the present tariff and to 8c per pound on sesame oil.

This development, it was calculated, if put through, would not only aid the dairy industry but would serve to broaden domestic consumption of cottonseed oil. However, opposition to the proposal developed immediately, and there was some talk later from Washington of the possibility of the Ways and Means Committee reconsidering the tax.

Acreage Reduction Extended.

There was some uncertainty over cotton production control this year and cotton acreage, but no new developments. There was, however, a deep rooted feeling in the trade that production control in one form or another was bound to materialize in the near future.

As far as the new cotton acreage was concerned, the AAA extended the time limits of the sign-up campaign

from January 31 to February 15. Some felt this was due to slowness in signing up for acreage reduction in some sections of the Belt. It was stated, however, that the campaign was progressing satisfactorily.

A large southern cotton outfit estimated that 75 per cent of the growers will be signed up in the near future. This would indicate a probable acreage of around 28,000,000 acres. Such an area, it was calculated by cotton observers, would produce 9 to 13 million bales, depending on climatic conditions.

There was some moisture in the South this week, but the western belt continued more or less in need of additional rainfall. However, for the first time this winter, temperatures dropped to a point where it was less favorable for hibernating weevils. It is not likely, however, that one freeze in the South will prove sufficient to keep down weevil activity this summer. This phase of the situation is being watched closely.

Cash Trade Moderate.

In some cotton quarters those inclined towards the constructive side are not apprehensive over gossip relative to the slowness of acreage sign-up. They contend that failure of the sign-up campaign will undoubtedly force the government towards production control in some other manner.

Bulges ran into quite a little realizing. Refiners' brokers continued to buy nearby and sell futures, transferring hedges. Allied markets were better on the whole during the week, a bulge in hogs to \$4.00 top, the best since last November, aiding lard, as did also government purchases of hog products for the needy.

Cash oil trade was moderate but fair during the week. Actual oil was not pressing in any direction. Crude markets were rather dull but steadier; Southeast and Valley, 3½c bid; Texas, 3¾c bid.

Expectations were that lard stocks would increase liberally the last half of January. There was also a disposition in evidence of late to look for a falling off in the hog run.

COCOANUT OIL—Market was quiet and steady. Tanks at New York were 2½c nominal; Pacific Coast tanks, 2¾@2½c. An excise tax of 5c lb. on cocoanut oil was approved by the house Ways and Means Committee. The excise tax of 5c lb. will bring the total tax on cocoanut oil imported from countries other than the Philippines to 7c lb., including the present duty. There were rumors that the House Ways and Means Committee may reconsider the proposal following opposition from some of the larger users of cocoanut oil.

CORN OIL—The market was very steady. Last business was reported at 3¾c tanks Chicago, with sellers asking 4c.

SOYA BEAN OIL—Buyers and sellers were apart, and the market quiet and quoted at 5@5½c.

PALM OIL—Demand was modest, and the market was more or less nominal. Some fears that if the additional cocoanut oil duty goes through palm oils may come in for further consideration by Washington. At New York, spot Nigre was quoted at 3.35@3.50c; shipment Nigre, 3.30c; 12½ per cent acid, 2.85c; 20 per cent, 2.75c; Sumatra, 2.85c.

PALM KERNEL OIL—Market was dull and nominally unchanged at 3¾c bulk in bond.

SESAME OIL—House Ways and Means Committee approved an excise tax of 5c lb. on sesame oil. This would bring the tax on this oil to 8c lb., including the tariff.

OLIVE OIL FOOTS—Demand was quite modest and the market steady to firm depending upon exchange. Nearby at New York was quoted at 6¼@6½c; shipment, 6½@6¾c.

RUBBERSEED OIL—Market nominal.

PEANUT OIL—Market was dull but steady and quoted at 4@4½c f.o.b. southern mills.

HULL OIL MARKETS.

Hull, England, Jan. 31, 1934.—(By Cable.)—Refined cottonseed oil, 15s 3d; Egyptian crude cottonseed oil, 18s.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G.H. Hammond Company

Chicago,
Illinois

**HAMMOND'S
Mistletoe
MARGARINE**

February 3, 1934.

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were firmer the latter part of the week, being influenced mainly by government buying. Hogs rose sharply to a top of \$4.50, a new high for the move. Cash meat trade is better. Profit taking, weaker sterling, and uncertain monetary conditions limited bulges.

Cottonseed Oil.

Cotton oil is firmer and quieter, being influenced by lard. Southeast crude, 3½¢ lb. sales and bid; Texas, 8½¢ sales; Valley, 3½¢ nominal. House Ways and Means Committee voted 14 to 11 to retain the section in tax bill now being drafted levying a 5¢ lb. tax on coconut and sesame oils.

Closing quotations on bleachable prime summer at New York:

Feb., \$4.86@4.96; Mar., \$4.93@4.98; April, \$4.95@5.10; May, \$5.08@5.14; June, \$5.10@5.30; July, \$5.29; Aug., \$5.30@5.50; Sept., \$5.46@5.51.

Tallow.

Tallow, extra, 2%@3¢ lb. f.o.b.

Stearine.

Stearine, 4½¢ lb. plants.

Friday's Lard Markets.

New York, Feb. 2, 1934.—Lard, prime western, \$6.30@6.40; middle western, \$6.10@6.20, tax included; city, 4½¢; refined Continent, 5½¢; South American, 5½¢; Brazil kegs, 5½¢; compound, carlots, 7¢, tax included.

GERMANY IMPORTS FAT BACKS.

Demand for fat backs in Germany was increased during December because of the large domestic consumption of fat hogs for neutral lard manufacture. Imports of American fatbacks was possible during the month owing to the scarcity and high price of the product in Holland and the depreciation of the American dollar.

Several importations were reported as having been made under the American low-duty quota at a rate satisfactory to the importers. Prospects for this commodity appear reasonably promising as long as present conditions exist, according to the American consul at Hamburg. Imports of fat backs for 1933 were 44 per cent less than in 1932.

GERMAN HOGS AND LARD.

Hog prices in Berlin for the week ended Jan. 18, 1934, were quoted at \$15.07 as against \$15.23 a week earlier and \$7.29 a year earlier. Lard in tierces at Hamburg was quoted at \$11.98 compared with \$11.66 a week earlier and \$8.01 a year earlier.

DEC. MARGARINE EXPORTS.

Oleomargarine exports during December, 1933, totaled 26,661 lbs., as against 25,339 lbs. in the same month of 1932. Exports for the entire year 1933 totaled 288,399 lbs., which was a sharp decline from those of 1932, which totaled 477,747 lbs.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Feb. 2, 1934.—General market very firm with good demand for hams and a fair call for pure lard. Practically no demand for picnics.

Friday's prices were as follows: Hams, American cut, exhausted; hams, long cut, 90s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, exhausted; Wiltshires, unquoted; Cumblanders, exhausted; Canadian Wiltshires, 88s; Canadian Cumberlands, 73s; spot lard, 28s 6d.

LIVERPOOL PROVISION STOCKS.

On hand February 1, 1934, with comparisons, estimated by Liverpool Trade Association:

| | Feb. 1, 1934. | Jan. 1, 1934. | Feb. 1, 1933. |
|----------------------|------------------|------------------|------------------|
| Bacon, lbs. | 28,448 | 363,104 | 773,248 |
| Hams, lbs. | 48,384 | 18,536 | 1,456,860 |
| Shoulders, lbs. | 13,716 | — | 120 |
| Butter, cwt. | 747 | 5,046 | 7,886 |
| Cheese, cwt. | 19,000 | 21,376 | 16,981 |
| Lard, steam, tierces | 1,072 | 1,022 | 186 |
| Lard, refined, tons | 4,486 | 3,297 | 1,414 |

LIVERPOOL PROVISION MARKETS.

Arrivals of Continental bacon in the United Kingdom during the week ended Jan. 18, 1934, totaled 48,537 bales compared with 48,091 bales the previous week and 72,841 bales in the same period a year earlier. Prices of first quality product at Liverpool with comparisons were quoted as follows:

| | Jan. 18, 1934. | Jan. 11, 1934. | Jan. 19, 1933. |
|-------------------------------|-------------------|-------------------|-------------------|
| American green bellies | \$14.30 | \$14.20 | \$ 6.74 |
| Danish green sides | 19.60 | 18.41 | 8.38 |
| American green sides | 17.33 | 16.33 | 6.66 |
| American short cut green hams | 19.83 | 19.36 | 8.58 |
| American refined lard | 8.64 | 8.47 | 6.65 |

LARD AND MEAT EXPORTS.

Lard exports from the port of New York during the first four days of the current week totaled 2,127,695 lbs. and export of bacon and hams 340,000 lbs.

For the week ended January 27, exports of lard totaled 8,153,294 lbs. compared with 16,799,996 lbs. in the same week year ago. For the packer fiscal year to date lard exports totaled 113,165,615 lbs. against 139,206,868 lbs. in the like period a year ago.

Bacon exports for the week ended January 27 totaled 2,837,650 lbs. compared with 1,659,000 lbs. in the 1933 period. For the year to date exports of bacon and hams have totaled 30,451,350 lbs. against 18,797,400 lbs. in the 1932-33 period.

DANISH HOG PRODUCTION.

Some idea of the decline of hog production in Denmark in the last eighteen months is gained from figures issued recently showing a population on December 15, 1933, of 3,724,000 head compared with 4,886,000 head on June 20, 1932. A significant phase of this decline is shown in the number of sows which on December 15, 1933, totaled 362,000 head compared with 493,000 in the earlier period.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Jan. 20, 1934:

| | Jan. 1, 1933 | Jan. 20, 1934 | Jan. 13, 1933 | Jan. 13, 1934 | Jan. 20, 1934* |
|-----------------|-----------------|------------------|------------------|------------------|-------------------|
| Total | 415 | 298 | 223 | 813 | |
| To Belgium | 344 | 255 | 130 | 902 | |
| United Kingdom | — | — | 30 | 30 | |
| Other Europe | 54 | 20 | 63 | 147 | |
| Cuba | 17 | 23 | — | 34 | |
| Other countries | — | — | — | — | |

HAMS AND SHOULDERs, INCLUDING WILTSHIRES.

| | Total | To Belgium | To Germany | United Kingdom | Other Europe | Cuba | Other countries | Total | To Germany | United Kingdom | Other Europe | Cuba | Other countries |
|--------|-------|------------|------------|----------------|--------------|-------|-----------------|-------------------------------|------------|----------------|--------------|------|-----------------|
| M lbs. | 415 | 344 | 115 | 261 | 467 | 63 | 112 | 598 | 347 | 21 | 1,549 | 63 | 112 |
| M lbs. | 298 | 255 | 60 | 208 | 1,063 | 1,063 | 132 | 223 | 207 | 21 | 5,656 | 60 | 223 |
| M lbs. | 223 | 130 | 30 | 28 | 1,063 | 1,063 | 63 | 813 | 10,223 | 43 | 14,334 | 67 | 813 |
| M lbs. | 813 | 902 | 30 | 147 | 344 | 344 | 147 | Jan. 1, 1933 to Jan. 20, 1934 | 1,333 | 228 | 2,040 | 344 | 1,333 |

BACON, INCLUDING CUMBERLANDS.

| | Total | To Germany | United Kingdom | Other Europe | Cuba | Other countries | Total | To Germany | United Kingdom | Other Europe | Cuba | Other countries | |
|--------|-------|------------|----------------|--------------|------|-----------------|-------|------------|----------------|--------------|-------|-----------------|-------|
| M lbs. | 598 | 115 | 21 | 1,549 | 63 | 112 | 598 | 170 | 97 | 26 | 4,164 | 44 | 598 |
| M lbs. | 247 | 60 | 28 | 5,656 | 60 | 223 | 247 | 15 | 53 | 4 | 2,928 | 45 | 247 |
| M lbs. | 207 | 21 | 28 | 14,334 | 67 | 813 | 207 | 15 | 53 | 4 | 3,244 | 46 | 207 |
| M lbs. | 1,333 | 228 | 44 | 2,040 | 44 | 1,333 | 1,333 | 19 | 91 | 4 | 813 | 46 | 1,333 |

PICKLED PORK.

| | Total | To United Kingdom | Other Europe | Canada | Other countries | Total | To United Kingdom | Other Europe | Canada | Other countries | Total | To United Kingdom | Other Europe | Canada | Other countries |
|--------|-------|-------------------|--------------|--------|-----------------|-------|-------------------|--------------|--------|-----------------|--------|-------------------|--------------|--------|-----------------|
| M lbs. | 93 | 36 | 38 | 19 | 19 | 93 | 170 | 15 | 41 | 19 | 93 | 26 | 4 | 46 | 93 |
| M lbs. | 97 | 53 | 4 | 5 | 4 | 97 | 10,223 | 43 | 344 | 44 | 10,223 | 26 | 4 | 46 | 97 |
| M lbs. | 235 | 89 | 45 | 45 | 45 | 235 | 24,064 | 44 | 344 | 44 | 24,064 | 26 | 4 | 46 | 235 |
| M lbs. | 885 | 261 | 5 | 5 | 5 | 885 | 8,885 | 21 | 1,549 | 63 | 8,885 | 26 | 4 | 46 | 885 |

LARD.

| | Total | To Germany | Netherlands | United Kingdom | Other Europe | Cuba | Other countries | Total | Hams and shoulders, Bacon, pork, Lard, M lbs. | Hams and shoulders, Bacon, pork, Lard, M lbs. | Hams and shoulders, Bacon, pork, Lard, M lbs. | Hams and shoulders, Bacon, pork, Lard, M lbs. | Hams and shoulders, Bacon, pork, Lard, M lbs. | |
|--------|-------|------------|-------------|----------------|--------------|------|-----------------|-------|---|---|---|---|---|-------|
| M lbs. | 415 | 745 | 1,063 | 1,582 | 1,063 | 63 | 112 | 598 | 26 | 650 | 42 | 598 | 42 | 598 |
| M lbs. | 298 | 215 | 208 | 208 | 208 | 63 | 132 | 247 | 21 | 21 | 21 | 247 | 21 | 247 |
| M lbs. | 223 | 130 | 30 | 147 | 147 | 63 | 63 | 207 | 21 | 5 | 5 | 207 | 21 | 207 |
| M lbs. | 813 | 902 | 30 | 147 | 147 | 63 | 63 | 1,333 | 43 | 1,549 | 63 | 1,333 | 44 | 1,333 |

TOTAL EXPORTS BY PORTS.

| | Week ended Jan. 20, 1934. | Hams and shoulders, Bacon, pork, Lard, M lbs. | Hams and shoulders, Bacon, pork, Lard, M lbs. |
|-----------------|---------------------------|---|---|
| Total | 415 | 598 | 93 |
| To Germany | 344 | 261 | 885 |
| United Kingdom | 261 | 208 | 236 |
| Other Europe | 147 | 21 | 42 |
| Cuba | 63 | 6 | 63 |
| Other countries | 112 | 43 | 1,333 |
| Total | 598 | 247 | 885 |

DESTINATION OF EXPORTS.

| | Exported to: | Hams and shoulders, Bacon, M lbs. |
|-------|------------------------|-----------------------------------|
| Total | United Kingdom (total) | 344 |
| | Liverpool | 80 |
| | Boston | 5 |
| | London | 8 |
| | Manchester | 8 |
| | Glasgow | 211 |
| | Other United Kingdom | 40 |
| | Total | 237 |
| | Hamburg | 745 |
| | New York | 745 |
| | Other | 745 |

*Corrected to December 31, 1933, to include all ports.
†Exports to Europe only.

ST. LOUIS HOGS IN JANUARY.

Receipts, weights and range of top prices of hogs at National Stock Yards, Ill., for January, 1934, with comparisons, as reported by H. L. Sparks & Co.:

| | Jan. 1934. | Jan. 1933. |
|----------------------|------------|------------|
| Receipts, number | 317,900 | 218,124 |
| Average weight, lbs. | 214 | 218 |
| Top prices: | | |
| Highest | \$3.90 | \$8.60 |
| Lowest | 3.40 | 3.15 |
| Average cost | 3.68 | 3.08 |

Indications point to plenty of hogs, with a good run anticipated during February. Trade opinions looks for a continuation of this condition, regardless of high corn prices.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Feb. 2, 1934, show exports from that country were as follows: To the United Kingdom, 96,391 quarters; to the Continent, 12,244. Exports the previous week were: To England, 65,936 quarters; to Continent, 4,972.

Hide and Skin Markets

Chicago.

PACKER HIDES—There was a fair movement of packer hides this week at unchanged prices, total so far around 70,000 to 75,000 hides, running well to straight Jan. take-off in most instances.

Late last week couple cars Jan. native steers sold at New York at 11c, or another half-cent advance. Chicago packers asked a similar advance for the first couple days of the week, with orders in the market for hides at steady prices. Finally one packer moved a few mid-week at unchanged prices, and two other packers followed on the same basis, with scattered sales to a number of tanners.

As the week closes, the market appears firm at these levels. Light native cows moved only in a small way but there appears to be a good demand for native steers, with none available; one car sold late this week at unchanged price. Some hides still available but packers' stocks generally are kept fairly closely sold up. This policy has helped the market through the early winter months and, now that the present mid-winter take-off is at hand, the market appears firm despite the poor seasonal quality.

There was a good movement of leather during the past month and prices have been firm. Attempts to secure better prices have had a tendency to slow up business, with the demand running mostly to the cheaper quality of leather. Shoe production should broaden considerably in the near future.

About 25,000 native steers sold at 10½c; more wanted and scarce. Extreme light native steers sold at 10½c for Dec.-Jan.; some Nov. salting sold at 10½c, while a few moved earlier at 11c for Sept. to Nov. Butt branded steers sold at 10½c, Colorados at 10c. No trading reported so far in Texas steers, with heavies quotable at 10½c; light Texas steers wanted at 9½c, but offerings scarce; extreme light Texas steers were sold up earlier at 10c.

Heavy native cows moved in a fair way at 10c. Around 7,000 light native cows were reported at 10½c, with demand rather light. Branded cows sold at 10c, all steady prices.

Native bulls last sold at 7c for Dec.-Jan.; stocks light.

SMALL PACKER HIDES—Some local small packer Jan. all-weights are being offered at 10½c for natives and 10c for branded; bid at a half-cent less was declined early in week. Last trading was at 10½c for light end of Jan. native all-weights and 10c for heavies. Outside small packer lots quoted proportionately lower.

In the Pacific Coast market, there was further trading early this week at steady prices when around 16,000 hides dating into Jan. sold at 9c, flat, for steers and cows, f.o.b. shipping points.

FOREIGN WET SALTED HIDES—At the close of last week, several packs of Argentine steers sold equal to 12½ @ 12½c, c.i.f. New York, steady with earlier trading. One lot of 2,000 Saninas sold early this week to Ger-

many, equal to 12½c, c.i.f. New York. Later, 4,000 Wilson steers also sold equal to 12½c, steady, this price being about ¼c over last week. These hides are now in about best quality of the year.

COUNTRY HIDES—Country hides are hard to buy and hard to sell. The country kill was fairly heavy in early Jan., but the total kill for the month was lighter than expected, due in part to mild weather. Receipts of hides lighter than anticipated and holders of hides are asking prices that buyers feel unable to pay, slowing up trading. All-weights quoted 8@8½c, selected, delivered Chicago. Heavy steers and cows have only a narrow outlet and 7c appears best price obtainable. Buff weights quoted 8c untrimmed and 8½c trimmed, with demand slow. There has been a good call for extremes, with quotations running 9@10c; some buyers' limits 9½c trimmed, with 10c asked. Bulls and glues 4½c. All-weight branded about 6½c, flat, less Chicago freight.

CALFSKINS — Packer calfskins quiet, with interest rather light at the moment and bids being solicited. Last trading on Dec. heavy calf, 9½/15-lb., was at 19½c for preferred northern points; 17½c for some River points; Dec. lights, under 9½-lb., last sold at 14½c. These prices generally asked.

Car Chicago city 8/10-lb. calf sold early this week at 12½c, and 12½c is now bid, with 12½c asked; the 10/15-lb. are offered at 16c, last trading price. Outside cities, 8/15-lb., quoted 14@14½c; mixed cities and countries 12½@13c; straight countries 9@9½c. Chicago city light calf and deacons last sold at 95c.

KIPSKINS—Packer kipskins rather lacking in interest at present. As previously reported, one packer sold 3,000 Nov.-Dec. kips late last week at 14c for northern natives and 13c for southerns. Couple packers moved overweights earlier at 13c for northerns and 12c for southerns.

Chicago city kipskins quoted 12½@13c, with 13c usually talked. Outside cities around 12½c; mixed cities and countries 10½@11c; straight countries 8½@9c.

Packer regular slunks last sold at 7½c; hairless sold at 45@50c for No. 1's, and 22½@25c for No. 2's.

HORSEHIDES — Quotations about unchanged, with choice city renderers quoted \$3.25@3.50, stopping at \$3.40 in some quarters; mixed city and country lots \$2.85@3.00.

SHEEPSKINS—Dry pelts quoted 16@17c for full wools, short wools 12c, pieces and torn skins 7@8c. Strictly No. 1 packer shearlings, good for beaverizing purposes, are strong; one car straight No. 1's reported this week at 85c, with nominal quotations of 65c for No. 2's and 55c for clips; quotations range from these figures down to 70c, 55c, and 45c, for the three grades. These prices better than obtainable for small packer shearlings, with some buyers' paying limits around 40c for No. 1's and 20c for clips. Pickled skins reported firmer, due to light offerings and firm wool market; sales of Feb. skins reported at \$4.00 per doz. at Chicago,

with \$3.75 paid for Jan. last week. Packer wool lambs last sold at \$2.60 per cwt. live lamb but talking up to \$3.00. Outside small packer lamb pelts \$1.55 @1.75, with small ones out.

New York.

PACKER HIDES—At the close of last week, two packers sold total of 1,600 Jan. native steers at 11c, or an advance of half-cent over earlier trading. However, in view of the later trading in the Chicago market at unchanged prices, native and butt branded steers quoted 10½c, and Colorados 10c, nominally. Some Jan. all-weight cows sold last week at 10c, and Jan. native bulls at 7c. Market fairly well cleaned up to Feb. 1st, except possibly a few Jan. steers held by one packer.

CALFSKINS — Calfskin market steady and apparently rather quiet. Last trading was at \$1.25 on collectors' 5-7's, with packers quoted \$1.35 nom.; last sales of 7-9's were at \$1.70@1.80, and 9-12's at \$2.40@2.50, inside prices for collectors' calf and top figures for packers.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Feb. 2, 1934, with comparisons, are reported as follows:

| | PACKER HIDES. | | |
|--|--------------------|-------------|------------------|
| | Week ended Feb. 2. | Prev. week. | Cor. week, 1933. |

| | | | |
|--|--------------------|---------|--------|
| Spr. nat. | strs. 10%@11n | 10½@11n | @ 5½n |
| Hvy. nat. stra. | strs. @10½ | @10½ | 5 |
| Hvy. Tex. stra. | strs. @10½ | @10½ | 5 |
| Hvy. butt brnd'd stra. | strs. @10½ | @10½ | 5 |
| Hvy. Col. stra. | strs. @10 | @10 | 4½ |
| Ex-light Tex. | strs. @10 | @10 | 4½ax |
| Brnd'd cows | strs. @10 | @10 | 4½ax |
| Hvy. nat. cows | strs. @10 | @10 | 4½ax |
| Nat. bulls | strs. @10½ | @10½ | 3½ |
| Brnd'd bulls | strs. @10½ | @10½ | 3½ |
| Calfskins | strs. 14½@19½ | 14½@19½ | 7½@8n |
| Kips, nat. | strs. @14 | @14 | 7 |
| Kips, ov-wt. | strs. @13 | @13 | 6 |
| Kips, brnd'd 11 | strs. @11½ | 11 | 5 |
| Slunks, reg. | strs. @50 | @75 | 37½@40 |
| Slunks, hrs. 45 | strs. @50 | @50n | 30 |
| Light native, butt branded and Colorado steers 1c per lb. less than heavies. | | | |

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

| | | | | |
|---------------------|--------|--------|--------|-----|
| Nat. all-wts. 10 | 10@10½ | 10 | 10@10½ | 4½n |
| Brnd'd ... 9½@10 | 9½@10 | 9½@10 | 4½ | 4½ |
| Nat. bulls .. 6½@7n | 6½@7n | 6½@7n | 6½n | 6½n |
| Brnd'd bulls .. 6n | 6n | 6n | 6n | 6n |
| Calfskins .. 12½@16 | 12 | 12@16 | 6 | 7 |
| Kips .. 12½@13 | 12½@13 | 12½@13 | 6 | 6½ |
| Slunks, reg. 60 | 60 | 60@65 | 30 | 35 |
| Slunks, hrs. 30 | 30 | 30@35 | 25 | 25n |

COUNTRY HIDES.

| | | | | |
|----------------------|------------|-----------|-----------|-------|
| Hvy. steers.. | strs. @ 7 | 7 | @ 7½ | 3½@3½ |
| Hvy. cows .. | strs. @ 7 | 7 | @ 7½ | 3½@3½ |
| Buffs .. | strs. 8@8½ | 8@8½ | 4@4½ | 4@4½ |
| Extremes .. | strs. @ 10 | 9½@10 | 9½@10 | 4½@4½ |
| Bulls .. | strs. @ 4½ | 4½ | @ 4½ | 2½@2½ |
| Calfskins .. | strs. 9@9½ | 9@9½ | 9@9½ | 4½@4½ |
| Kips .. 8½@9 | 8½@9 | 8½@9 | 4½@4½ | 4½@4½ |
| Light calf .. 50@60n | 50@60n | 50@60n | 25@30 | 25@30 |
| Deacons ... 50@60n | 50@60n | 50@60n | 25@30 | 25@30 |
| Slunks, reg. .. @20n | 20n | 20n | 10n | 10n |
| Slunks, hrs. .. @10n | 10n | 10n | 5n | 5n |
| Horses .. 2.85@3.50 | 2.85@3.50 | 2.85@3.50 | 1.80@2.10 | |

SHEEPSKINS.

| | | | | |
|--------------------------|-----------|-----------|------|-----|
| Pkr. lambs .. | ..... |  |  |  |
| Sml. pkr. lambs .. | 1.55@1.75 | 1.55@1.75 | 90 | @65 |
| Pkr. shearlings .. 70@85 | 65 | 65@75 | 30 | @35 |
| Dry pelts .. 16@17 | 16 | 16@16½ | 5½@6 | 6 |

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Jan. 20, 1934:

| Week ending | New York. | Boston. | Phila. |
|---------------|-----------|---------|--------|
| Jan. 20, 1934 | 11,551 | ..... | 455 |
| Jan. 13, 1934 | 27,299 | ..... | ..... |
| Jan. 6, 1934 | 10,751 | ..... | ..... |
| | 49,001 | ..... | 455 |
| Jan. 21, 1933 | 11,045 | ..... | 7,936 |
| Jan. 14, 1933 | 10,063 | ..... | 48 |
| | 30,975 | ..... | 15,969 |

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Feb. 1, 1934.

CATTLE—Compared last Friday: mediumweight and weighty steers steady to 25c higher, mostly steady; in-between grades and overweight kinds showing advance. Market continues very dull on weighty steers, supply exceeding trade requirements. Strictly choice 1,418-lb. bullocks, \$6.00; mediumweights, \$6.50; long yearlings, 25c lower, these scaling 1,075 to 1,150 lbs. Light yearlings mostly steady but less active; extreme top yearlings, \$7.35; yearling heifers steady; best, \$6.50. Fat cows and heavy heifers, 25c higher; cutter cows, 10@15c higher; bulls steady and vealers steady to 25c lower.

HOGS—Compared last Friday: weights below 240 lbs. generally 25c higher. Heavies, packing sows and pigs steady to 10c up. Week's top \$4.00, which is highest in two months. Late bulk better grade 180 to 220 lbs., \$3.90 @4.00; 230 to 300 lbs., \$3.40@3.90; 310 to 490 lbs., \$3.00@3.40; 140 to 170 lbs., \$3.25@4.00. Good pigs, \$2.00@2.75; packing sows, \$2.75@3.00.

SHEEP—Compared last Friday: slaughter classes 50@60c or more higher. Reduced local and aggregate supplies principal factor in late advance but dressed trade shared some improvement. Top lambs, \$9.50 at close with late bulk at \$9.35@9.50, reflecting highest levels this season. Early bulk at \$9.00 downward. Top on low day \$9.10. Scattered fall-shorn lambs, \$7.60@8.25; few mixed yearlings and two-year-olds, \$6.85; top ewes, \$4.85, which is the highest since May, 1931; bulk lightweight fed western ewes, \$4.30@4.65.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Feb. 1, 1934.

CATTLE—An uneven market featured the week's trade in fed steers and yearlings. Better grades of lightweight steers and yearlings selling at steady to strong prices while comparable grades of medium weights and heavies ruled steady to 15c lower than last Friday. Common and medium grades of all weights were relatively scarce and prices mostly 25c higher. Choice 1,083-lb. yearlings scored \$7.00 for week's top while numerous loads of 950- to 1,175-lb. averages were taken at \$6.25

@6.85. Most of the fed arrivals cleared from \$4.00@6.00 with the bulk of these scaling 1,200 lbs. and above at \$5.25 down. Fed heifers and mixed yearlings closed steady to 25c higher with best mixed yearlings at \$6.65. Slaughter cows are steady to 15c higher while bulls sold at weak to 15c lower rates. A weaker undertone prevailed on vealers at close and prices steady to 50c lower with \$6.50 the practical top.

HOGS—Considerable activity developed in hog market at finish and early loss was more than recovered. Final levels are mostly 5c over last Friday with some sales of heavies up more. The late top rested at \$3.50 and was paid freely for choice 180- to 250-lb. weights by all interests. Most desirable 160- to 300-lb. weights went at \$3.40@3.50 while the better grades of 120- to 150-lb. averages ranged from \$3.00@3.40 on government account. Packing sows ruled strong with most of throwouts selling from \$2.50@2.90.

SHEEP—Fat lamb values reacted late in the week and are back at the season's high levels after advancing 15@25c over last Friday's levels. At the close both shippers and packers gave \$9.10 for choice fed westerns while most of this class ranged from \$8.75@9.10. Best natives reached \$8.75 with others at \$8.25@8.60. Shorn offerings ranged from \$7.45 down. Mature sheep were scarce and prices are around 25c higher with best fed ewes selling at \$4.50.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 1, 1934.

CATTLE—Numerous fluctuations in cattle prices resulted in small change during the current week. Compared with last Friday, steers closed mostly steady; mixed yearlings and heifers, steady to higher; cow stuff 25c higher; bulls steady; vealers 25c higher. Top yearling steers registered \$6.85 and best matured steers \$6.25, with bulk of steers going at \$4.00@5.50. Top mixed yearlings brought \$6.25 and straight heifers, \$5.50, with most good and choice mixed heifers \$5.25@5.50 and medium fleshed kinds \$4.25@4.75. Bulk of beef cows cleared at \$2.50@3.25, with top \$3.50. Low cutters were most numerous at \$1.50@\$1.75. Sausage bulls closed the period at a top of \$2.75 with vealers at \$2.25 late.

HOGS—During the week under review most hogs wound up steady while

packing sows declined 15@25c and pigs 25@35c. Top late was \$3.80 with bulk of hogs \$3.50@3.75.

SHEEP—Fat lambs ruled strong to 25c higher for the period, yearlings 50c higher and sheep steady. Fat lambs topped at \$9.50, with bulk of woolled \$9.00@9.25; throwouts, \$5.00@6.00; yearlings, \$7.00@8.40; and fat ewes, \$3.00@4.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Feb. 1, 1934.

CATTLE—Yearlings and light steers were in best demand and prices were maintained on a fully steady to a stronger basis as compared with Friday of last week. Weighty steers held about steady; butcher choice long yearlings, around 1,150 lbs. and over, sold weak to 10@15c lower. Heifers held steady and cows advanced 15@25c. Bulls gained fully 25c and vealers are firm. Choice 1,171-lb. long yearlings sold at \$7.10, a new high since November, 1932. Several loads 1,200 to 1,247 lbs. sold at \$6.00 and 1,321-lb. weights earned \$5.80. Choice weighty steers sold mostly \$4.50@5.00, 1,475-lb. averages \$5.15 with 1,600-lb. weights \$4.00@4.25.

HOGS—Compared with Saturday hog prices strong to 5c higher. Sows weak to 10c lower. Thursday's top \$3.50 with the following bulks: 180- to 280-lb. averages, \$3.35@3.45; 280- to 350-lb. averages, \$3.00@3.40; 140- to 180-lb., \$2.75@3.35. Pigs, \$1.75@2.75. Sows \$2.50@2.65. Stags \$1.75@2.50.

SHEEP—Fat lamb prices continued their ascent, advancing, compared with last Friday, 25@35c, while yearlings and good sheep are strong. Thursday's bulk-fed woolled lambs \$8.75@9.10; top \$9.20. Good to choice yearlings, \$6.50@7.25; good to choice ewes, \$3.50@4.35.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Feb. 1.

CATTLE—Slaughter steers and yearlings this week ruled steady to 25c higher with most price benefit accruing to light and better grade medium weights. Choice long yearlings brought \$6.50. Medium weight beefs made \$6.00@6.35 and 1,545-lb. bullocks earned \$4.65. Most offerings cleared at \$4.25@5.00. Fat stock finished strong to 15c higher. Several lots of good heifers 800 lbs. down cashed at \$5.35 and under. Most beef cows sold late at \$2.25@2.85 and low cutters and cutters bulked at \$1.65@2.25. Bulls gained 10@15c and medium grades went at \$2.50 down. Vealers held steady and choice brought \$5.50.

HOGS—A firm undertone featured outlet for moderate receipts on offer and stronger trend to hog values developed. Compared with last Friday, closing quotations were on a strong to 10c higher basis. Thursday's top reached \$3.45. Bulk of 170- to 320-lb. weights ranged \$3.25@3.40. Most 140- to 170-lb. averages scored \$2.75@3.25 with 120- to 140-lb. selections on slaughter account mostly \$2.25@2.75. Packing sows moved mainly at \$2.50@2.75.

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Detroit, Mich. Dayton, Ohio

Louisville, Ky. LaFayette, Ind. Montgomery, Ala. Sioux City, Ia.



Indianapolis, Ind.

Nashville, Tenn. Omaha, Neb.

February 3, 1934.

THE NATIONAL PROVISIONER

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SHEEP—Early sessions this week found lamb trade moving about steady but a reaction at mid-week under light receipts brought higher trend. Compared with last Friday, selling rates were 25@35c higher with week's top at \$9.10 and bulk \$8.85@9.00. Fat ewes closed 25@50c higher, outstanding 132-lb. fed offerings up to \$4.85 and bulk better grades salable \$4.00@4.50.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Jan. 31, 1934.

CATTLE—Slaughter steers and yearlings ruled steady to 25c higher for the week. She stock was strong to 10c or more higher and bulls steady. Vealers were steady to 50c higher. Good to choice lightweight steers brought \$5.50 @6.40, the bulk of plainer and weightier kinds ranging down to \$4.00. Good yearling heifers made \$4.50@5.50, common to good cows \$2.50@3.25, and most cutters and low cutters \$1.50@2.25. Medium grade bulls sold up to \$2.75. Choice vealers topped at \$7.00.

HOGS—Hog prices advanced to a new high for the year this week, then dropped back, the bulk of the better 160 to 250 lbs. selling today at \$3.30@3.35, with heavier weights down to around \$3.00. Most 140 to 155 lbs., at \$2.50@3.25; bulk desirable killer pigs, \$2.00@2.25, and most packing sows, \$2.45@2.80.

SHEEP—Slaughter lambs are holding to firm levels, better grade natives and fed westerns selling on recent days at \$8.50@8.85, best \$9.00, ewes \$2.50@4.25.

HOG WEIGHTS AND COSTS.

Average weight and cost of hogs purchased at 10 of the principal public markets of the United States by packers and shippers during December, 1933, with comparisons, are reported by the U. S. Department of Agriculture:

Dec., 1933 Nov., 1933. Dec., 1932.

| | Wt. Lbs. | Cost | Per cwt. | Wt. Lbs. | Cost | Per cwt. | Wt. Lbs. | Cost | Per cwt. |
|----------------|----------|--------|----------|----------|------|----------|----------|------|----------|
| Chicago | .227 | \$3.25 | 231 | \$4.04 | 229 | \$3.04 | | | |
| Denver | .224 | 3.08 | 233 | 3.80 | 217 | 2.73 | | | |
| East St. Louis | .211 | 3.22 | 213 | 3.98 | 210 | 3.06 | | | |
| Fort Worth | .200 | 3.46 | 207 | 4.09 | 210 | 3.21 | | | |
| Kansas City | .221 | 3.07 | 228 | 3.83 | 230 | 2.98 | | | |
| Omaha | .236 | 2.86 | 254 | 3.64 | 244 | 2.65 | | | |
| Sioux City | .222 | 2.88 | 242 | 3.60 | 244 | 2.61 | | | |
| St. Joseph | .227 | 3.02 | 230 | 3.78 | 230 | 2.84 | | | |
| South St. Paul | .215 | 2.91 | 214 | 3.67 | 224 | 2.72 | | | |
| Wichita | .219 | 3.00 | 218 | 3.71 | 224 | 2.73 | | | |

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Feb. 1, 1934.

Trading in hogs at 22 concentration points and 7 packing plants in Iowa and Minnesota throughout the week has been quite uneven with prices fluctuating somewhat more widely than in other recent weekly periods as the total marketing continued heavy. Current prices are 5@10c below the week's best time and about 5@10c above last week's close. Late bulk good to choice 180 to 250 lbs., \$8.10@8.40; 260 to 325 lbs., \$2.80@3.30; 140 to 170 lbs., \$2.50@3.30; packing sows mostly \$2.25@2.75.

Receipts of hogs unloaded daily at these 22 concentration points and 7 packing plants for the week ended Feb. 1, were as follows:

| | This week. | Last week. |
|----------------|------------|------------|
| Fri., Jan. 26 | 31,900 | 52,600 |
| Sat., Jan. 27 | 37,200 | 50,200 |
| Mon., Jan. 29 | 96,600 | 66,100 |
| Tues., Jan. 30 | 27,400 | 14,100 |
| Wed., Jan. 31 | 40,700 | 53,100 |
| Thurs., Feb. 1 | 38,800 | 61,800 |

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Jan. 26, 1934, as reported to THE NATIONAL PROVISIONER:

| | Week ended | Cor. |
|-----------------------|------------|---------|
| | Jan. 26. | week. |
| Chicago | 204,842 | 187,475 |
| Kansas City, Kans. | 95,939 | 64,551 |
| Omaha | 80,245 | 69,790 |
| St. Louis & Environs | 89,302 | 64,941 |
| Sioux City | 68,136 | 64,221 |
| St. Joseph | 42,295 | 34,641 |
| St. Paul | 64,339 | 51,486 |
| N. Y., Newark & J. C. | 53,526 | 53,810 |
| Total | 608,624 | 590,933 |

FEDERAL INSPECTED KILL.

Federal inspected slaughter of live stock during 1933, with comparisons for each of the past six years, are reported as follows:

| | Cattle. | Hogs. | Sheep. |
|------|-----------|------------|------------|
| 1933 | 8,655,259 | 47,225,518 | 17,353,550 |
| 1932 | 7,625,373 | 45,244,951 | 17,899,037 |
| 1931 | 8,107,842 | 44,771,981 | 18,070,867 |
| 1930 | 8,170,373 | 44,265,694 | 16,696,570 |
| 1929 | 8,324,027 | 48,444,604 | 14,023,362 |
| 1928 | 8,467,308 | 49,795,408 | 13,488,171 |
| 1927 | 9,520,104 | 43,633,460 | 12,883,039 |

STOCK YARDS CODE.

Hearings on the stock yards code will be held in Washington on February 9. This will relate to wages and hours of stock yards employees at public markets and to regulations for the handling and selling of live stock.

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CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top live-stock price summary, week Jan. 25:

BUTCHER STEERS.

Up to 1,050 lbs.

| | Week ended | Prev. week. | Same week, 1933. |
|---------------|------------|-------------|------------------|
| Toronto | \$ 6.50 | \$ 6.00 | \$ 4.50 |
| Montreal | 5.50 | 5.50 | 4.25 |
| Winnipeg | 5.00 | 4.50 | 4.00 |
| Calgary | 4.25 | 4.25 | 3.75 |
| Edmonton | 3.25 | 3.25 | 3.00 |
| Prince Albert | 3.00 | 3.50 | 3.75 |
| Moose Jaw | 4.00 | 3.75 | 3.75 |
| Saskatoon | 3.75 | 3.75 | 3.00 |

VEAL CALVES.

| | This week. | Last week. | Week ended | Prev. week. | Same week, 1933. |
|---------------|------------|------------|------------|-------------|------------------|
| Toronto | \$ 8.00 | \$ 7.50 | \$ 7.00 | | |
| Montreal | 7.50 | 7.50 | 7.00 | | |
| Winnipeg | 6.50 | 6.50 | 7.00 | | |
| Calgary | 4.75 | 4.50 | 5.00 | | |
| Edmonton | 5.00 | 5.00 | 4.75 | | |
| Prince Albert | 5.00 | 5.50 | 6.00 | | |
| Moose Jaw | 5.25 | 7.75 | 3.25 | | |
| Saskatoon | 5.50 | 6.00 | 5.00 | | |

SELECT BACON HOGS.

| | This week. | Last week. | Week ended | Prev. week. | Same week, 1933. |
|---------------|------------|------------|------------|-------------|------------------|
| Toronto | \$ 9.45 | \$ 8.50 | \$ 4.35 | | |
| Montreal | 9.25 | 8.50 | 4.50 | | |
| Winnipeg | 8.00 | 8.00 | 5.00 | | |
| Calgary | 8.50 | 7.50 | 3.35 | | |
| Edmonton | 8.50 | 8.10 | 3.15 | | |
| Prince Albert | 8.70 | 7.70 | 3.20 | | |
| Moose Jaw | 9.25 | 7.75 | 3.25 | | |
| Saskatoon | 8.70 | 7.70 | 3.20 | | |

GOOD LAMBS.

| | This week. | Last week. | Week ended | Prev. week. | Same week, 1933. |
|---------------|------------|------------|------------|-------------|------------------|
| Toronto | \$ 7.00 | \$ 7.50 | \$ 6.50 | | |
| Montreal | 5.50 | 5.50 | 5.50 | | |
| Winnipeg | 5.50 | 6.50 | 5.00 | | |
| Calgary | 5.25 | 5.25 | 4.00 | | |
| Edmonton | 5.25 | 5.25 | 4.10 | | |
| Prince Albert | 4.50 | 4.00 | 4.25 | | |
| Moose Jaw | 4.50 | 4.00 | 4.25 | | |
| Saskatoon | 3.50 | 3.25 | 3.00 | | |

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Jan. 26, 1934:

| | At 20 markets: | Cattle. | Hogs. | Sheep. |
|--------------------|----------------|---------|---------|--------|
| Week ended Jan. 26 | 194,000 | 732,000 | 289,000 | |
| Previous week | 202,000 | 768,000 | 266,000 | |
| 1933 | 169,000 | 624,000 | 337,000 | |
| 1932 | 160,000 | 889,000 | 365,000 | |
| 1931 | 167,000 | 743,000 | 352,000 | |

Hogs at 11 markets:

| | At 11 markets: | Cattle. | Hogs. | Sheep. |
|--------------------|----------------|---------|---------|--------|
| Week ended Jan. 26 | 194,000 | 601,000 | 198,000 | |
| Previous week | 202,000 | 678,000 | 226,000 | |
| 1933 | 169,000 | 624,000 | 337,000 | |
| 1932 | 160,000 | 889,000 | 365,000 | |
| 1931 | 167,000 | 743,000 | 352,000 | |

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended Jan. 27, 1934:

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------|---------|---------|--------|--------|
| Jersey City | 4,907 | 5,175 | 5,375 | 40,730 |
| Central Union | 3,108 | 2,046 | | 16,736 |
| New York | 115 | 5,465 | 17,633 | 5,866 |

| Total | 8,220 | 15,686 | 23,028 | 57,335 |
|---------------|-------|--------|--------|--------|
| Previous week | 8,569 | 11,721 | 20,216 | 53,180 |
| Two weeks ago | 8,042 | 11,038 | 20,477 | 48,040 |

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February 3, 1934.

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets, Thursday, Feb. 1, 1934, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):

| | CHICAGO | E. ST. LOUIS | OMAHA | KANS. CITY | ST. PAUL |
|-----------------------------------|---------------|---------------|---------------|---------------|--------------|
| Lt. lt. (140-160 lbs.) gd-ch. | \$3.25@ 4.00 | \$3.00@ 3.75 | \$2.75@ 3.35 | \$2.90@ 3.45 | \$2.60@ 3.50 |
| Lt. wt. (160-180 lbs.) gd-ch. | 3.65@ 4.00 | 2.65@ 3.80 | 2.90@ 3.40 | 3.30@ 3.50 | 3.40@ 3.50 |
| (180-200 lbs.) gd-ch. | 3.85@ 4.00 | 3.65@ 3.80 | 3.35@ 3.50 | 3.40@ 3.50 | 3.45@ 3.50 |
| Med. wt. (200-220 lbs.) gd-ch. | 3.85@ 4.00 | 3.65@ 3.75 | 3.40@ 3.50 | 3.40@ 3.50 | 3.45@ 3.50 |
| (220-250 lbs.) gd-ch. | 3.60@ 4.00 | 3.60@ 3.70 | 3.40@ 3.50 | 3.40@ 3.50 | 3.40@ 3.50 |
| Hvy. wt. (250-290 lbs.) gd-ch. | 3.40@ 3.70 | 3.40@ 3.65 | 3.25@ 3.50 | 3.35@ 3.50 | 3.30@ 3.50 |
| (290-350 lbs.) gd-ch. | 3.25@ 3.50 | 3.30@ 3.50 | 3.00@ 3.40 | 3.25@ 3.45 | 3.15@ 3.40 |
| Pkg. sows (275-500 lbs.) med-ch. | 3.00@ 3.25 | 2.65@ 2.85 | 2.55@ 2.65 | 2.85@ 2.95 | 2.85@ 2.95 |
| (350-425 lbs.) good | 2.90@ 3.10 | 2.60@ 2.75 | 2.50@ 2.60 | 2.75@ 2.90 | 2.70@ 2.85 |
| (425-550 lbs.) good | 2.75@ 3.00 | 2.50@ 2.65 | 2.40@ 2.55 | 2.60@ 2.75 | 2.55@ 2.75 |
| (275-550 lbs.) good | 2.80@ 3.00 | 2.40@ 2.65 | 2.25@ 2.50 | 2.40@ 2.75 | 2.50@ 2.85 |
| Strt. pigs (100-150 lbs.) gd-ch. | 2.00@ 3.25 | 2.00@ 3.00 | 2.00@ 2.75 | 2.25@ 3.25 | 2.00@ 2.50 |
| Avg. cost & wt. Wed. (Pigs excl.) | 3.61-216 lbs. | 3.22-208 lbs. | 3.21-232 lbs. | 3.23-224 lbs. | ..... |

Slaughter Cattle and Calves:

STEERS (600-900 LBS.):

| | | | | | |
|--------|------------|------------|------------|------------|------------|
| Choice | 6.75@ 7.25 | 6.50@ 6.85 | 6.50@ 7.10 | 6.50@ 7.00 | 6.25@ 7.00 |
| Good | 6.25@ 7.00 | 5.75@ 6.50 | 5.75@ 6.50 | 5.50@ 6.50 | 5.50@ 6.25 |
| Medium | 5.00@ 6.25 | 4.50@ 5.75 | 4.75@ 5.75 | 4.50@ 5.50 | 4.50@ 5.50 |
| Common | 3.50@ 5.00 | 3.25@ 4.50 | 3.00@ 4.75 | 3.00@ 4.35 | 3.00@ 4.50 |

STEERS (900-1100 LBS.):

| | | | | | |
|--------|------------|------------|------------|------------|------------|
| Choice | 6.25@ 7.25 | 6.25@ 6.85 | 6.25@ 7.10 | 6.15@ 7.00 | 5.75@ 6.75 |
| Good | 5.50@ 6.50 | 5.25@ 6.50 | 5.25@ 6.50 | 5.15@ 6.50 | 5.15@ 6.15 |
| Medium | 5.00@ 6.00 | 4.50@ 5.75 | 4.50@ 5.75 | 4.25@ 5.50 | 4.25@ 5.50 |
| Common | 3.50@ 5.00 | 3.25@ 4.50 | 3.00@ 4.75 | 3.00@ 4.35 | 3.00@ 4.25 |

STEERS (1100-1300 LBS.):

| | | | | | |
|--------|------------|------------|------------|------------|------------|
| Choice | 5.75@ 7.00 | 5.25@ 6.00 | 5.25@ 6.75 | 4.85@ 6.75 | 5.25@ 6.00 |
| Good | 5.00@ 6.25 | 4.75@ 6.25 | 4.60@ 6.25 | 4.25@ 5.90 | 4.50@ 5.85 |
| Medium | 4.00@ 5.50 | 3.50@ 5.25 | 3.65@ 5.25 | 3.75@ 5.75 | 3.50@ 5.00 |

STEERS (1300-1500 LBS.):

| | | | | | |
|--------|------------|------------|------------|------------|------------|
| Choice | 5.00@ 6.50 | 5.00@ 5.75 | 4.50@ 5.80 | 4.25@ 5.75 | 4.50@ 5.50 |
| Good | 4.00@ 5.50 | 4.00@ 5.25 | 3.65@ 5.25 | 3.75@ 4.85 | 3.50@ 4.75 |

HEIFERS (550-850 LBS.):

| | | | | | |
|--------|------------|------------|------------|------------|------------|
| Choice | 6.00@ 6.75 | 6.00@ 6.50 | 5.50@ 6.00 | 5.50@ 6.25 | 5.50@ 6.25 |
| Good | 5.00@ 6.25 | 5.00@ 6.00 | 4.50@ 5.50 | 4.35@ 5.65 | 4.50@ 5.65 |
| Medium | 3.25@ 5.00 | 3.00@ 5.00 | 2.75@ 4.50 | 2.75@ 4.60 | 2.75@ 4.50 |

COWS:

| | | | | | |
|----------|------------|------------|------------|------------|------------|
| Choice | 3.25@ 5.00 | ..... | 2.75@ 4.25 | 2.75@ 4.35 | 2.65@ 4.50 |
| Good | 3.25@ 4.00 | 3.00@ 3.50 | 3.00@ 3.50 | 2.75@ 3.25 | 2.75@ 3.25 |
| Com-med. | 2.75@ 3.25 | 2.50@ 3.00 | 2.40@ 3.00 | 2.40@ 3.00 | 2.35@ 2.75 |

LOW CUTTER AND CUTTER

| | | | | |
|------------|------------|------------|------------|------------|
| 1.65@ 2.75 | 1.25@ 2.50 | 1.40@ 2.50 | 1.50@ 2.50 | 1.00@ 2.35 |
|------------|------------|------------|------------|------------|

BULLS (YRLS. EX. BEEF):

| | | | | | |
|-------------|------------|------------|------------|------------|------------|
| Good-choice | 3.00@ 3.25 | 2.75@ 3.00 | 2.35@ 3.00 | 2.50@ 3.00 | 2.65@ 3.00 |
| Cul-med. | 2.25@ 3.00 | 2.00@ 2.75 | 2.00@ 2.50 | 1.75@ 2.50 | 2.00@ 2.75 |

VEALERS (MILK FED.):

| | | | | | |
|-------------|------------|------------|------------|------------|------------|
| Good-choice | 6.00@ 7.50 | 5.75@ 7.25 | 4.50@ 6.00 | 5.00@ 6.25 | 5.00@ 7.00 |
| Medium | 5.00@ 6.00 | 4.75@ 5.75 | 3.50@ 4.50 | 4.00@ 5.00 | 4.00@ 4.00 |
| Cul-med. | 4.00@ 5.00 | 2.00@ 4.75 | 2.50@ 3.50 | 2.50@ 4.00 | 2.00@ 4.00 |

CALVES (350-500 LBS.):

| | | | | | |
|-------------|------------|------------|------------|------------|------------|
| Good-choice | 4.50@ 5.50 | 4.50@ 5.50 | 3.25@ 4.25 | 3.75@ 4.75 | 4.25@ 6.00 |
| Cul-med. | 3.00@ 4.50 | 2.50@ 4.50 | 2.00@ 3.25 | 2.00@ 3.75 | 2.50@ 4.25 |

Slaughter Sheep and Lambs:

| | | | | | |
|---------------------|------------|------------|------------|------------|------------|
| LAMBS: | 8.75@ 9.60 | 8.50@ 9.50 | 8.75@ 9.25 | 8.25@ 9.10 | 8.50@ 9.10 |
| Com-med. | 6.75@ 8.75 | 5.00@ 8.75 | 6.25@ 8.75 | 5.50@ 8.25 | 6.00@ 8.50 |
| (90-98 lbs.) gd-ch. | 8.25@ 9.50 | 8.25@ 9.40 | 8.50@ 9.10 | 8.00@ 9.00 | 8.25@ 9.10 |

YEARLING WETHERS:

| | | | | | |
|----------------------|------------|------------|------------|------------|------------|
| (90-110 lbs.) gd-ch. | 6.50@ 8.25 | 6.25@ 8.25 | 5.50@ 7.25 | 6.35@ 7.25 | 6.00@ 7.50 |
| Medium | 5.25@ 6.75 | 5.00@ 6.25 | 4.25@ 5.50 | 5.00@ 6.35 | 4.75@ 6.25 |

EWES:

| | | | | | |
|------------------------|------------|------------|------------|------------|------------|
| (90-120 lbs.) gd-ch. | 3.50@ 4.85 | 3.00@ 4.00 | 2.50@ 4.35 | 3.65@ 4.50 | 3.25@ 4.50 |
| (120-150 lbs.) gd-ch. | 3.00@ 4.65 | 2.50@ 3.75 | 2.25@ 4.25 | 3.35@ 4.35 | 2.75@ 4.50 |
| (All weights) com-med. | 2.25@ 3.75 | 1.50@ 3.00 | 1.25@ 2.50 | 1.75@ 3.65 | 2.00@ 3.25 |

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended January 27, 1934:

CATTLE.

| Week ended Jan. 27. | Prev. week. | Cor. week. | Total. | SHEEP. |
|------------------------|-------------|------------|---------|------------------------|
| Chicago | 34,414 | 34,465 | 17,166 | Chicago |
| Kansas City | 26,396 | 25,698 | 13,688 | Kansas City |
| Omaha | 20,396 | 16,704 | 17,982 | Omaha |
| East St. Louis | 16,201 | 14,785 | 8,904 | East St. Louis |
| St. Joseph | 9,181 | 7,815 | 6,397 | St. Joseph |
| Sioux City | 9,577 | 11,472 | 5,200 | Sioux City |
| Wichita | 2,821 | 3,168 | 1,990 | Wichita |
| Fort Worth | 4,696 | 4,359 | 3,870 | Fort Worth |
| Philadelphia | 1,886 | 1,801 | 1,703 | Philadelphia |
| Indianapolis | 2,309 | 1,634 | 1,438 | Indianapolis |
| New York & Jersey City | 10,191 | 9,871 | 8,352 | New York & Jersey City |
| Oklahoma City | 5,510 | 5,705 | 4,939 | Oklahoma City |
| Cincinnati | 3,874 | 3,853 | 3,171 | Cincinnati |
| Denver | 3,476 | 3,712 | 2,357 | Denver |
| St. Paul | 8,726 | 10,151 | 9,318 | St. Paul |
| Milwaukee | 2,901 | 3,990 | 2,678 | Milwaukee |
| Total | 162,962 | 158,536 | 113,433 | Total |

HOGS.

| | | | |
|------------------------|---------|---------|---------|
| Chicago | 198,179 | 179,482 | 138,775 |
| Kansas City | 95,939 | 64,551 | 86,677 |
| Omaha | 67,472 | 21,894 | 65,781 |
| East St. Louis | 46,266 | 55,341 | 38,398 |
| St. Joseph | 41,134 | 40,891 | 27,069 |
| Sioux City | 63,865 | 72,696 | 72,720 |
| Wichita | 6,653 | 8,293 | 4,682 |
| Fort Worth | 5,304 | 4,682 | 6,350 |
| Philadelphia | 20,784 | 19,484 | 18,422 |
| Indianapolis | 28,626 | 24,006 | 18,918 |
| New York & Jersey City | 52,771 | 53,022 | 51,915 |
| Oklahoma City | 9,122 | 7,533 | 11,152 |
| Cincinnati | 18,563 | 21,231 | 18,538 |
| Denver | 15,918 | 13,272 | 10,536 |
| St. Paul | 39,923 | 39,106 | 42,096 |

NEW ORDER BUYING FIRM.

Three individuals well known to meat packers constitute the new organization of Watkins-Potts-Walker, buyers of hogs exclusively at National Stock Yards, Ill., and Indianapolis, Ind. Murray Watkins, Wallace Potts and Russell Walker, in the livestock order buying business for many years, have pooled their experience and are operating as one concern. Murray Watkins and Russell Walker will handle buying at National Stock Yards, Ill. Wallace Potts will be in charge at Indianapolis.

RECEIPTS AT CENTERS

SATURDAY, JANUARY 27, 1934.

Cattle. Hogs. Sheep.

| | | | |
|--------------|-------|--------|-------|
| Chicago | 100 | 11,000 | 5,000 |
| Kansas City | 200 | 4,000 | ... |
| Omaha | 150 | 4,500 | 500 |
| St. Louis | 150 | 15,000 | 1,300 |
| Sioux City | 100 | 12,000 | 1,300 |
| St. Paul | 100 | 12,000 | 6,300 |
| Fort Worth | 100 | 7,000 | 600 |
| Milwaukee | 100 | 3,500 | 100 |
| Denver | 2,200 | 7,000 | 6,000 |
| Wichita | 300 | 500 | 100 |
| Indianapolis | 500 | 4,000 | 1,000 |
| Pittsburgh | 1,200 | 5,000 | 1,000 |
| Cincinnati | 1,200 | 5,000 | 400 |
| Buffalo | 1,200 | 5,000 | 100 |
| St. Paul | 1,200 | 18,000 | 1,500 |
| Fort Worth | 800 | 600 | 700 |
| Milwaukee | 600 | 5,00 | |

February 3, 1934.

THE NATIONAL PROVISIONER

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 27, 1934, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

| | Cattle. | Hogs. | Sheep. |
|---|---------|--------|---------|
| Armour and Co. | 5,865 | 8,038 | 7,496 |
| Swift & Co. | 4,605 | 3,201 | 15,400 |
| Morris & Co. | 2,602 | 5,121 | 5,150 |
| Wilson & Co. | 2,818 | 10,786 | 6,827 |
| Anglo-Amer. Prov. Co. | 1,352 | ... | ... |
| G. H. Hammond Co. | 1,072 | 51,740 | 12,537 |
| Libby, McNeill & Libby | 10,057 | 18,918 | 12,759 |
| Shippers | 12,580 | 50,837 | ... |
| Others | 1,700 | 10,057 | 51,740 |
| Brennan Pkg. Co., 1,691 hogs; Independent Pkg. Co., 598 hogs; Boyd, Lunham & Co., 602 hogs; Hygrade Food Products Corp., 7,453 hogs; Agar Pkg. Co., 8,208 hogs. | 1,700 | 10,057 | 51,740 |
| Total: 45,737 cattle, 7,967 calves, 119,270 hogs, 55,469 sheep. | 45,737 | 7,967 | 119,270 |

Not including 1,237 cattle, 1,000 calves, 89,026 hogs and 8,136 sheep bought direct.

KANSAS CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------|---------|---------|--------|--------|
| Armour and Co. | 3,765 | 601 | 7,349 | 6,320 |
| Cudahy Pkg. Co. | 4,064 | 857 | 3,379 | 6,452 |
| Morris & Co. | 2,546 | 755 | 4,075 | ... |
| Swift & Co. | 3,424 | 876 | 19,327 | 7,412 |
| Wilson & Co. | 2,027 | 573 | 2,796 | 4,600 |
| Independent Pkg. Co. | ... | 345 | ... | ... |
| Others | 5,872 | 143 | 3,753 | 2,628 |
| Total | 22,598 | 4,195 | 36,949 | 31,506 |

OMAHA.

| | Cattle & Calves. | Hogs. | Sheep. |
|---|------------------|--------|--------|
| Armour and Co. | 6,052 | 29,095 | 6,411 |
| Cudahy Pkg. Co. | 4,614 | 18,974 | 8,895 |
| Dole Pkg. Co. | 915 | 9,930 | ... |
| Morris & Co. | 2,586 | 1,428 | 3,483 |
| Swift & Co. | 5,947 | 16,236 | 11,478 |
| Others | ... | 8,946 | ... |
| Eagle Pkg. Co., 8 cattle; Geo. Hoffman Pkg. Co., 36 cattle; Grt. Omaha Pkg. Co., 62 cattle; Omaha Pkg. Co., 77 cattle; J. Roth & Sons, 60 cattle; So. Omaha Pkg. Co., 60 cattle; Lincoln Pkg. Co., 265 cattle; Nagle Pkg. Co., 198 cattle; Sinclair Pkg. Co., 100 cattle; Wilson & Co., 939 cattle. | 7,400 | ... | ... |
| Total: 21,928 cattle and calves; 84,600 hogs; 30,267 sheep. | 21,928 | 84,600 | 30,267 |

EAST ST. LOUIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Armour and Co. | 2,251 | 2,605 | 8,783 | 7,129 |
| Swift & Co. | 3,513 | 2,640 | 9,738 | 2,557 |
| Morris & Co. | 868 | 50 | ... | ... |
| Hunter Pkg. Co. | 1,213 | ... | 6,109 | 98 |
| Krey Pkg. Co. | ... | 5,646 | ... | ... |
| Hill Pkg. Co. | ... | 2,482 | ... | ... |
| Shippers | 1,699 | 4,059 | 12,224 | 2,004 |
| Others | 1,793 | 178 | 31,500 | 540 |
| Total | 11,337 | 9,632 | 76,490 | 7,364 |

Not including 2,634 cattle, 3,048 calves, 52,563 hogs and 756 sheep bought direct.

ST. LOUIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|-------|--------|
| Sleloff Pkg. Co. | 28 | ... | 1,107 | ... |
| Krey Pkg. Co. | ... | 497 | ... | ... |
| Laclede Pkg. Co. | 57 | ... | 670 | ... |
| Sartorius Pkg. Co. | ... | 52 | ... | ... |
| Boklik Pkg. Co. | 70 | 28 | ... | 7 |
| Glaeser Pkg. Co. | ... | 66 | ... | ... |
| Belesot Pkg. Co. | 245 | 244 | 1,270 | 393 |
| Others | 39 | 6 | 383 | ... |
| Total | 430 | 344 | 3,979 | 414 |

ST. JOSEPH.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|--------|--------|
| Swift & Co. | 3,414 | 693 | 21,496 | 12,255 |
| Armour and Co. | 4,114 | 674 | 19,389 | 7,383 |
| Others | 706 | 39 | 2,526 | 2,129 |

Total: 8,234 cattle, 4,406 calves, 43,411 hogs, 21,709 sheep.

SIOUX CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Cudahy Pkg. Co. | 2,774 | 213 | 26,680 | 6,619 |
| Armour and Co. | 3,097 | 172 | 27,308 | 5,044 |
| Swift & Co. | 2,880 | 205 | 15,579 | 5,430 |
| Shippers | 1,696 | 3 | 5,763 | ... |
| Others | 228 | 11 | 28 | ... |
| Total | 10,675 | 604 | 71,358 | 17,983 |

OKLAHOMA CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|-------|--------|
| Armour and Co. | 2,072 | 347 | 2,072 | 603 |
| Wilson & Co. | 2,437 | 469 | 2,127 | 477 |
| Others | 121 | 33 | 591 | ... |
| Total | 4,630 | 849 | 4,790 | 1,080 |

Not including 31 cattle and 4,232 hogs bought direct.

DENVER.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|-------|--------|
| Swift & Co. | 756 | 192 | 6,048 | 16,350 |
| Armour and Co. | 792 | 181 | 5,873 | 8,513 |
| Others | 1,326 | 229 | 3,397 | 2,642 |

Total: 2,874 cattle, 602 calves, 15,918 hogs, 27,505 sheep.

WICHITA.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------|---------|---------|-------|--------|
| Cudahy Pkg. Co. | 1,410 | 552 | 2,090 | 2,207 |
| Dole Pkg. Co. | 553 | 50 | 1,452 | 179 |
| Wichita D. B. Co. | 19 | ... | ... | ... |
| Dunn-Oster tag | 91 | ... | ... | ... |
| Fred W. Dard & Sons | 92 | ... | 472 | ... |
| Sunflower Pkg. Co. | 54 | ... | 125 | ... |
| Total | 2,219 | 602 | 4,119 | 2,386 |

Not including 2,534 hogs bought direct.

ST. PAUL.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Armour and Co. | 2,755 | 4,844 | 16,518 | 4,915 |
| Cudahy Pkg. Co. | 269 | 1,351 | ... | ... |
| Swift & Co. | 4,136 | 18,04 | 23,405 | 7,197 |
| United Pak. Co. | 1,566 | 80 | ... | ... |
| Others | 1,174 | 17 | 13,956 | 500 |
| Total | 9,900 | 13,472 | 53,879 | 12,612 |

ST. LOUIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------|---------|---------|---------|--------|
| St. Joseph | 21,769 | 18,930 | 21,238 | 21,291 |
| Sioux City | 17,063 | 13,141 | 8,128 | ... |
| Oklahoma City | 1,080 | 754 | 1,492 | ... |
| Wichita | 2,386 | 2,674 | 3,203 | ... |
| Denver | 27,505 | 15,609 | 20,530 | ... |
| St. Paul | 12,612 | 14,964 | 17,672 | ... |
| Milwaukee | 1,076 | 792 | 1,323 | ... |
| Cincinnati | 10,905 | 7,442 | 8,081 | ... |
| Total | 220,862 | 201,521 | 217,579 | ... |

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|---------|---------|
| Mon., Jan. 22 | 14,665 | 1,668 | 47,328 | 11,728 |
| Tues., Jan. 23 | 8,591 | 2,065 | 32,192 | 10,433 |
| Wed., Jan. 24 | 14,061 | 1,849 | 36,781 | 10,570 |
| Thurs., Jan. 25 | 8,437 | 2,548 | 45,354 | 13,885 |
| Fri., Jan. 26 | 2,509 | 882 | 37,618 | 11,227 |
| Sat., Jan. 27 | 100 | 200 | 11,000 | 5,000 |
| Total this week | 48,363 | 8,912 | 210,273 | 62,343 |
| Previous week | 48,863 | 9,777 | 206,033 | 60,815 |
| Year ago | 32,103 | 6,853 | 152,286 | 82,641 |
| Two years ago | 38,236 | 8,506 | 238,110 | 100,514 |

SHIPMENTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Mon., Jan. 22 | 4,415 | 160 | 5,484 | 3,751 |
| Tues., Jan. 23 | 2,316 | 153 | 3,467 | 1,798 |
| Wed., Jan. 24 | 3,200 | 76 | 2,283 | 347 |
| Thurs., Jan. 25 | 1,595 | 258 | 3,568 | 3,686 |
| Fri., Jan. 26 | 658 | 150 | 3,277 | 2,302 |
| Sat., Jan. 27 | 100 | 200 | 2,000 | 1,000 |
| Total this week | 12,987 | 807 | 21,074 | 12,684 |
| Previous week | 12,763 | 11,733 | 22,466 | 16,639 |
| Year ago | 10,871 | 6,623 | 14,924 | 23,538 |
| Two years ago | 12,007 | 1,226 | 40,560 | 20,705 |

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|---------|---------|
| Mon., Jan. 22 | 14,665 | 1,668 | 47,328 | 11,728 |
| Tues., Jan. 23 | 8,591 | 2,065 | 32,192 | 10,433 |
| Wed., Jan. 24 | 14,061 | 1,849 | 36,781 | 10,570 |
| Thurs., Jan. 25 | 8,437 | 2,548 | 45,354 | 13,885 |
| Fri., Jan. 26 | 2,509 | 882 | 37,618 | 11,227 |
| Sat., Jan. 27 | 100 | 200 | 11,000 | 5,000 |
| Total this week | 48,363 | 8,912 | 210,273 | 62,343 |
| Previous week | 48,863 | 9,777 | 206,033 | 60,815 |
| Year ago | 32,103 | 6,853 | 152,286 | 82,641 |
| Two years ago | 38,236 | 8,506 | 238,110 | 100,514 |

Total receipts for month and year to Jan. 27, with comparisons:

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Mon., Jan. 22 | 4,415 | 160 | 5,484 | 3,751 |
| Tues., Jan. 23 | 2,316 | 153 | 3,467 | 1,798 |
| Wed., Jan. 24 | 3,200 | 76 | 2,283 | 347 |
| Thurs., Jan. 25 | 1,595 | 258 | 3,568 | 3,686 |
| Fri., Jan. 26 | 658 | 150 | 3,277 | 2,302 |
| Sat., Jan. 27 | 100 | 200 | 2,000 | 1,000 |
| Total this week | 12,987 | 807 | 21,074 | 12,684 |
| Previous week | 12,763 | 11,733 | 22,466 | 16, |

CHICAGO SECTION

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 19,694 cattle, 4,790 calves, 72,739 hogs 24,396 sheep.

Howard R. Medici, vice president, Visking Corporation, returned to Chicago on Wednesday from a trip to Philadelphia, Pittsburgh and New York.

Phillip Hantover, Western representative of the Independent Casing Co., with headquarters in Kansas City, has been spending a few days in Chicago.

Jerry Webster, of the foreign sales department of the Cudahy Pkg. Co., motored to Florida recently with Mrs. Webster for a mid-winter vacation.

Archer E. Hayes, of Hately Brothers, who last week was made chairman of the Board of Trade provision committee, was also made a director of the Board of Trade.

George L. Franklin, well-known Pittsburgh meat packer now acting as receiver for the Keystone Stores Corp. of Pittsburgh, is spending his winter vacation at Leesburg, Fla.

John W. Rath, president, Rath Pkg. Co., Waterloo, Ia., and J. C. Stentz, treasurer, John Morrell & Co., Ottumwa, Ia., stopped over in Chicago on Wednesday on their return from Washington, D. C.

Provision shipments from Chicago for the week ended Jan. 27, 1934, with comparisons, were as follows:

| | Week Jan. 27. | Previous week. | Same week. |
|---------------------|------------------|-------------------|---------------|
| Cured meats, lbs... | 20,989,000 | 20,971,000 | 16,405,000 |
| Fresh meats, lbs... | 48,078,000 | 48,344,000 | 37,782,000 |
| Lard, lbs..... | 3,425,000 | 4,273,000 | 8,950,000 |

E. D. MacManus has been appointed district manager of Armour and Company's branch house in Atlanta, Ga., succeeding R. E. Stringfellow, who has been transferred to other duties. Mr. MacManus was formerly general manager of the East St. Louis plant. O. S. Tolle has been transferred from Armour's Oklahoma City plant to their Denver plant, where he will act as office manager, succeeding W. F. Greene.

ONION AND GARLIC SPICE.

J. B. Pardieck, president of the Basic Vegetable Products Company, accompanied by J. H. Hume, left the Coast headquarters of the company at South Pasadena, Calif., a short time ago on an extensive Eastern trip. Mr. Pardieck and Mr. Hume are calling on the trade in the interest of their newest product, an improved form of their "Basic" onion and garlic spice. These products, according to Mr. Pardieck, represent a distinct improvement in this field, offering a 6 to 1 flavor strength by laboratory tests. During the past season, said Mr. Pardieck, a number of the larger sausage manufacturers have tested and approved the products and several large contracts have been signed.

ARMOUR OFFICERS ELECTED.

Following the annual stockholders' meeting and election of directors of Armour and Company at Chicago on January 26 the board elected the following officers for the ensuing year:

President, T. G. Lee; first vice president and treasurer, Philip L. Reed; vice president, secretary and comptroller, Edward L. Lalumier; vice presidents, Harry G. Mills, I. M. Hoagland, Fred W. Ellis, Herbert S. Johnson, Warren W. Shoemaker, George A. Eastwood, F. J. Reynolds, Frank A. Benson and Wm. S. Clithero; general counsel, Chas. J. Faulkner, Jr.

The executive committee was elected as follows: Frederick H. Prince, chairman; A. Watson Armour, James A. McDonough, James R. Leavell, Philip D. Armour, Elisha Walker and T. G. Lee. The members of this committee will serve without compensation.

OSMAN ON WEST COAST.

Twenty Pacific Coast meat packing firms were represented at a meeting of the Institute of American Meat Packers in Los Angeles, Calif., on January 26, at which the opportunities for economies in purchasing through the Institute's Department of Purchasing Practice were discussed with Harry L. Osman, director of that department of the Institute, and E. F. Forbes, director

of the Western office. A meeting of Northern California packers was held this week, and arrangements are being made for a meeting of packers in Washington and Oregon. Mr. Osman and Mrs. Forbes will spend several days in these two states before Mr. Osman returns to Chicago.

TOM TOWER PASSES ON.

Thomas E. Tower, manager of the Sullivan Packing Co. division of the Hygrade Food Products Corp. at Detroit, Mich., died at his home in that city on January 26 at the age of 64 years. He was a well-known figure in meat packing circles, had been regional chairman at Detroit for the Institute of American Meat Packers, and was one who was always ready to do his share for the welfare of the industry.

Mr. Tower was born in Milford, Mich., 64 years ago and had lived in Detroit for more than 30 years. He was vice president of the Sullivan Packing Co. for 22 years. When it was reorganized three years ago as a division of the Hygrade company he was made manager. Surviving are his wife Elizabeth, two daughters, a brother and two sisters. Funeral services were held at the home on January 30, with burial in Milford.

PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manufacturers' listed stocks, Feb. 1, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, on Jan. 24, 1934:

| | Sales. | High. | Low. | Close. |
|----------------------|-----------------------|---------|---------|---------|
| | Week ended Feb. 1. | Feb. 1. | Feb. 1. | Feb. 1. |
| Anal. Leather. | 2,500 | 5½ | 4½ | 5% |
| Do. Pfd. | 400 | 29 | 27 | 29 |
| Amer. H. & L. | 2,500 | 9½ | 9½ | 9½ |
| Do. Pfd. | 2,400 | 30½ | 37½ | 38% |
| Amer. Stores. | 1,000 | 40 | 40 | 40 |
| Armour A. | 58,275 | 6½ | 5½ | 5½ |
| Do. B. | 17,900 | 3½ | 3½ | 3½ |
| Do. III Pfd. | 200 | 62 | 60 | 60% |
| Do. Del. Pfd. | 400 | 84½ | 84½ | 84½ |
| Beechnut Pack. | 500 | 61½ | 61½ | 61½ |
| Bohaek, H. C. | 575 | 12½ | 12½ | 12½ |
| Do. Pfd. | 50 | 50 | 50 | 50 |
| Brennan Pack. | — | — | — | 19 |
| Do. Pfd. | — | — | — | 50 |
| Chick. Co. Oil. | 1,800 | 23 | 22½ | 22½ |
| Childs Co. | 13,600 | 10% | 9½ | 10 |
| Cudahy Pack. | 5,500 | 45 | 43 | 41½ |
| First Nat. Strs. | 6,600 | 59 | 58 | 58 |
| Gen. Foods. | 18,200 | 30% | 35% | 35½ |
| Gobel Co. | 20,500 | 7½ | 7½ | 7½ |
| Gr. A. & P. Ist Pfd. | 12,000 | 122 | 122 | 122 |
| Do. Net. | 300 | 140 | 148 | 148 |
| Hormel G. A. | 100 | 18½ | 18½ | 17½ |
| Hygrade Food. | 800 | 4½ | 4½ | 4½ |
| Krueger G. & B. | 8,800 | 29 | 28½ | 28½ |
| Libby McNeill. | 12,550 | 5% | 5% | 5% |
| McMarr Stores. | — | — | — | 8½ |
| Mayer, Oscar. | — | — | — | 5½ |
| Mickelberry Co. | 1,400 | 3½ | 3 | 3 |
| M. & H. Pfd. | — | — | — | 8 |
| Morrell & Co. | 300 | 42 | 40% | 40% |
| Nat. Fed. Pd. A. | — | — | — | 1½ |
| Do. B. | — | — | — | 1½ |
| Nat. Leather. | 6,450 | 2 | 2 | 2 |
| Nat. Tex. | 13,400 | 17½ | 17½ | 17½ |
| Pr. & Gamb. | 14,500 | 40% | 40 | 40 |
| Do. Pr. Pfd. | 180 | 105 | 105 | 105 |
| Rath Pack. | 5,500 | 20½ | 24½ | 24½ |
| Sawyer Strs. | 5,500 | 53½ | 52 | 52 |
| Do. 7% Pfd. | 1,480 | 94 | 94 | 94 |
| Do. 7% Pfd. | 200 | 103 | 103 | 103 |
| Stahl Meyer | 400 | 6 | 6 | 5½ |
| Swift & Co. | 34,600 | 17½ | 17½ | 17½ |
| Do. Int'l. | 12,650 | 30 | 29½ | 29½ |
| Trunz Pork. | 100 | 11½ | 11½ | 11½ |
| U. S. Cold Stor. | — | — | — | 33½ |
| U. S. Leather. | 3,500 | 11½ | 11 | 11 |
| Do. A. | 6,000 | 19½ | 18% | 18% |
| Do. Pr. Pfd. | 1,200 | 78 | 78 | 78 |
| Wesson Oil. | 9,700 | 24% | 23% | 23% |
| Do. Pfd. | 1,200 | 54½ | 54½ | 54½ |
| Wilson & Co. | 11,000 | 7½ | 7 | 7½ |
| Do. A. | 15,700 | 17½ | 15½ | 17 |
| Do. Pfd. | 9,300 | 67% | 64 | 65½ |

PACKER ACTIVE AT 79.

Lewis Hull, president of Hull & Dillon Packing Co., Pittsburg, Kans., celebrated his 79th birthday on January 23. A large basket of flowers was presented to him at the Rotary luncheon meeting by the club president, the gift of employees of the Hull & Dillon organization.

Mr. Hull was born in Wheeling, W. Va., on January 23, 1855. He went to Pittsburg in 1883, where he established a meat market which proved to be the nucleus of the present progressive meat packing organization of which he is the head.



February 3, 1934.

THE NATIONAL PROVISIONER

45

Menges & Mangen Inc.
EQUIPMENT SUPPLIES REFRIGERATION
EVERYTHING FOR THE PACKER
Successors To
BONNELL-TOHTZ CO.
1515 N. GRAND BLVD. ST. LOUIS, MO.

H. P. HENSCHIEN
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Established since 1909
PACKING PLANTS — PLANT ADDITIONS
RECONDITIONING FOR GOVT. INSPECTION
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GEO. H. JACKLE
Broker
Tallow, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal
Chrysler Bldg., 405 Lexington Ave., New York City

RELIEF FOR BEEF PRODUCERS.
(Continued from page 26.)**To Repay Out of Tax Yield.**

Because the effect of processing taxes on producers' prices tends to disappear as oversupply is removed and consumer purchasing power recovers, the Secretary said that the \$200,000,000 authorization by Congress should be accompanied by a proviso that the money be repaid later out of processing tax receipts.

The \$250,000,000 proposed to aid the dairy farmers would be made up of \$150,000,000 obtained from processing taxes on butterfat in milk and its products, graduated upward to 5c per pound or more, with an equivalent compensatory tax on oleomargarine, plus at least \$100,000,000 from the emergency appropriation.

Most of the \$250,000,000 dairy fund would be used to finance benefit payments to dairy farmers who sign contracts to reduce production so as to cut down the present emergency oversupply and forestall a collapse of prices which would follow price stimulation if not accompanied by production control.

Beef Processing Tax.

Secretary Wallace deferred discussion of the rate of the processing tax on beef cattle, and details of a program for that industry, pending inclusion of beef cattle among the basic commodities named in the act. He said that the beef industry has not thus far received assistance from the administration because at the request of representatives of the industry beef cattle were excluded from the list of basic commodities.

The dairy industry has not received adequate benefits under the act, he said, because its representatives were reluctant to face the facts, and to consider any effective production control program.

He pointed out that the proposed appropriation by Congress was desirable because both dairy and beef producers, pending recovery in consumer buying

F. C. ROGERS, INC.NINTH AND NOBLE STREETS
PHILADELPHIA**PROVISION
BROKER**

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange**SMITH, BRUBAKER & EGAN**

ARCHITECT & ENGINEERS

30 No. LaSALLE ST. CHICAGO, ILLINOIS.

SERVING
THE MEAT PACKING INDUSTRY

power, would feel the processing tax more than export agriculture, "whose prices are fixed in the world markets." The appropriation will enable advance payments to reach the farmers by the time a substantial tax is felt. "We believe that as the market is freed from the pressure of oversupply," he said, "the tendency for the tax to be reflected in producer price will disappear."

EMERGENCY MUTTON

Approximately 1,100,000 lbs. of lamb and mutton have been prepared by Denver packers for distribution by the federal government to Indian reservations in Arizona and New Mexico. This meat resulted from the slaughter of some 51,000 lambs and ewes from Indian reservations. Slaughter of the animals was decided upon because of the lack of feed on the reservations and because the Indian herds contained many animals of poor quality unsuitable for breeding. The arrangement between Denver packers and the government provides that packers pay so much per head for the slaughter of the sheep, and in return they retain the pelt and casings.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended January 27, 1934, were 4,412,000 lbs.; previous week, 3,917,000 lbs.; same week last year, 5,598,000 lbs.; from January 1 to January 27 this year, 17,108,000 lbs.; same period a year ago, 16,944,000 lbs.

Shipments of hides from Chicago for the week ended January 27, 1934, were 4,460,000 lbs.; previous week, 3,739,000 lbs.; same week last year, 5,022,000 lbs.; from January 1 to January 27 this year, 17,229,000 lbs.; same period a year ago, 18,125,000 lbs.

ANOTHER SWIFT DIVIDEND.

A semi-annual dividend of \$1.00 a share has been declared by Compania Swift Internacional. The dividend is payable March 1, 1934, to shareholders of record February 15, 1934.

NEW HIDE FUTURES CONTRACT.

With the object of broadening interest in trading in hide futures, a committee from Commodity Exchange, Inc., which embraces the former New York Hide Exchange, met with representatives of packers, tanners, hide dealers and commission houses on January 29 in Chicago. They discussed a tentative new form of contract for hide futures.

Among changes proposed are lengthening of the life of the hide certificate covering hides placed in licensed warehouses from the present one year from date of removal of hides from original pack to possibly eighteen months to two years; use of a "standard" hide in the contract instead of the present "packer hides," "packer type hides" (small packer), and "Pacific Coast hides"; and use of fixed differentials between different deliverable grades of packer hides. Further consideration will be given the proposed changes before the new form of contract is submitted to members of the exchange for adoption.

N. Y. HIDE FUTURE PRICES.

Saturday, Jan. 27 1934—Close: Mar. 10.80@10.90; June 11.80@11.85; Sept. 12.22@12.25; Dec. 12.50n; sales 15 lots. Closing 10@17 points higher.

Monday, Jan. 29, 1934—Close: Mar. 10.95@11.05; June 11.95; Sept. 12.35@12.40; Dec. 12.65n; sales 27 lots. Closing 13@15 points higher.

Tuesday, Jan. 30, 1934—Close: Mar. 10.80@10.95; June 11.80@11.85; Sept. 12.22@12.25; Dec. 12.50n; sales 5 lots. Closing 13@15 points lower.

Wednesday, Jan. 31, 1934—Close: Mar. 10.50b; June 11.62@11.70; Sept. 12.04@12.10; Dec. 12.35n; sales 6 lots. Closing 15@30 points lower.

Thursday, Feb. 1, 1934—Close: Mar. 10.45@10.50; June 11.50@11.55; Sept. 11.92@11.95; Dec. 12.20n; sales 19 lots. Closing 5@15 points lower.

Friday, Feb. 2, 1934—Close: Mar. 10.35b; June 11.35 sale; Sept. 11.70@11.80; Dec. 12.00n; sales 66 lots. Closing 10@22 points lower.

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
February 1, 1934.

REGULAR HAMS.

| | Green. Standard. | Sweet Pickled. Standard. | Fancy. |
|-------------|---------------------|-----------------------------|--------|
| 8-10 | 10% | 10% | 10% |
| 10-12 | 10 | 9½ | 10½ |
| 12-14 | 10 | 9½ | 10 |
| 14-16 | 10 | 9½ | 10 |
| 10-18 range | 10 | ... | ... |

BOILING HAMS.

| | Green. Standard. | Sweet Pickled. Standard. | Fancy. |
|-------------|---------------------|-----------------------------|--------|
| 16-18 | 10% | 10½ | 10% |
| 18-20 | 10½ | 10½ | 11 |
| 20-22 | 10½ | 10½ | 11 |
| 16-22 range | 10% | ... | ... |

SKINNED HAMS.

| | Green. Standard. | Sweet Pickled. Standard. | Fancy. |
|-------|---------------------|-----------------------------|--------|
| 10-12 | 11 | 10½ | 10½ |
| 12-14 | 11 | 10½ | 10½ |
| 14-16 | 11 | 10½ | 10½ |
| 16-18 | 10% | 10 | 10½ |
| 18-20 | 10½ | 9½ | 9½ |
| 20-22 | 9½ | 8½ | 9½ |
| 22-24 | 8½ | 8½ | ... |
| 24-26 | 8 | 7½ | ... |
| 25-30 | 7½ | 7 | ... |
| 30-35 | 7 | 6½ | ... |

PICNICS.

| | Green. Standard. | Sweet Pickled. Standard. | Sh. Sh. Sh. Sh. |
|-------|---------------------|-----------------------------|-----------------|
| 4-6 | 5% | 5½ | 6½ |
| 6-8 | 5½ | 5½ | 6½ |
| 8-10 | 5½ | 5½ | 6 |
| 10-12 | 5½ | 5½ | 6 |
| 12-14 | 5½ | 5½ | 6 |

BELLIES.

| | Green. Sq. Sds. | Cured S.P. Dry Cured. | LARD— |
|-------|--------------------|--------------------------|-------|
| 6-8 | 10½ | 10 | 10½ |
| 8-10 | 10½ | 9½ | 10½ |
| 10-12 | 9½ | 9½ | 9½ |
| 12-14 | 9½ | 9 | 9½ |
| 14-16 | 9 | 8½ | 9½ |
| 16-18 | 8½ | 8½ | 9 |

D. S. BELLIES.

| | Clear Standard. | Rib Fancy. | LARD— |
|-------|--------------------|---------------|-------|
| 14-16 | 7½ | 7½ | 7½ |
| 16-18 | 7½ | 7½ | 7½ |
| 18-20 | 7½ | 7½ | 7½ |
| 20-25 | 7 | 7½ | 7 |
| 25-30 | 7 | 7½ | 7 |
| 30-35 | 7 | 7 | 7 |
| 35-40 | 6½ | ... | 6½ |
| 40-50 | 6½ | ... | 6½ |
| 50-60 | 6½ | ... | 6½ |

*New but fully cured.

D. S. FAT BACKS.

| | Standard. | Export Trim. | LARD— |
|-------|-----------|-----------------|-------|
| 8-10 | 4½ | 4½ | 5½ |
| 10-12 | 4½ | 5 | 5½ |
| 12-14 | 5½ | 5½ | 5½ |
| 14-16 | 6½ | 6½ | 6½ |
| 16-18 | 6½ | 6½ | 6½ |
| 18-20 | 6½ | 6½ | 6½ |
| 20-25 | 6½ | 7 | 6½ |

OTHER D. S. MEATS.

| | Extra short clears | 6½ n | May (Old) 7.05 | 7.05 |
|--------------------|--------------------|------|----------------|-------|
| Extra short ribs | 35-45 | 6½ n | 7.70 | 7.72½ |
| Regular plates | 6-8 | 5½ n | 8.00 | 8.00 |
| Clear plates | 4-6 | 4½ n | | |
| Jowl butts | | 4 | | |
| Green square jowls | | 5 | | |
| Green rough jowls | | 4½ | | |

LARD.

| | Prime steam, cash | 5.85 | May (Old) 7.05 | 7.05 |
|--------------------------------|-------------------|-------|----------------|------|
| Prime steam, loose | | 5.15 | | |
| Refined, in export boxes—N. Y. | | 5.52 | | |
| Neutral, in tierces | | 6.87½ | | |
| Raw leaf | | 5.12½ | | |

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

THE NATIONAL PROVISIONER

CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in Chicago on Jan. 31, 1934:

| Jan. 31, 1934. | Dec. 31, 1933. | Jan. 31, 1933. |
|----------------|----------------|----------------|
|----------------|----------------|----------------|

| | | |
|-------------------|--------|--------|
| All kinds of bbl. | 14,803 | 14,468 |
| pork, brls. | | 13,949 |

| | | |
|---------------------------------|------------|------------|
| P. S. lard, made since Oct. 1. | 42,668,202 | 18,783,406 |
| P. S. lard, made Oct. 1-33 lbs. | 60,307,393 | 50,652,217 |

| | | |
|---------------------------|-----------|-----------|
| Other kinds of lard, lbs. | 5,925,042 | 3,942,399 |
|---------------------------|-----------|-----------|

| | | |
|--|------------|------------|
| D. S. Cl. bellies, made since Oct. 1-33 lbs. | 13,172,748 | 12,540,038 |
| D. S. Cl. bellies, made prev. to Oct. 1, 33 lbs. | 2,943,080 | 5,068,440 |

| | | |
|--|--------|--------|
| D. S. rib bellies, made since Oct. 1-33 lbs. | 40,838 | 62,000 |
|--|--------|--------|

| | | |
|--|-----|-----|
| Ex. Sh. Cl. sides, made since Oct. 1-33 lbs. | 900 | 900 |
|--|-----|-----|

| | | |
|---|-------|-------|
| Ex. Sh. Cl. sides, made prev. to Oct. 1-33 lbs. | 1,500 | |
|---|-------|-------|

| | | |
|---------------------------|-----------|-----------|
| D. S. Sh. fat backs, lbs. | 4,348,127 | 3,184,633 |
| D. S. Sh. Shdrs., lbs. | 73,000 | 15,630 |

| | | |
|--------------------------|------------|------------|
| S. P. hams, lbs. | 27,035,990 | 22,208,512 |
| S. P. Skinned hams, lbs. | 36,980,722 | 35,764,592 |

| | | |
|---|------------|------------|
| S. P. bellies, lbs. | 25,934,333 | 23,345,784 |
| S. P. California picnics, S. P. Boston Shdrs., lbs. | 10,963,965 | 9,281,062 |

| | | |
|-----------------------|-----------|-----------|
| Other cut meats, lbs. | 56,900 | 90,900 |
| Total cut meats, lbs. | 8,499,260 | 8,142,516 |

| | | |
|-------------|-------------|-------------|
| ..... | 131,795,571 | 120,736,643 |
| 106,156,181 | | |

CURING MATERIALS.

| Cwt. | Sacks. |
|------|--------|
|------|--------|

| | |
|-------------------------------|-------|
| Nitrite of soda, per 100 lbs. | \$.08 |
| (1 to 4 bbls. delivered) | |

| | |
|--|------|
| (5 or more bbls. per 100 lbs. delivered) | 8.93 |
|--|------|

| | |
|---|------|
| Salt peter, 1 to 4 bbls., f.o.b. N. Y.: | 8.93 |
|---|------|

| | |
|--------------------------|-------|
| Dbl. refined granulated. | 6.12½ |
| Small crystals. | 7.12½ |
| Medium crystals. | 7.50 |

| | |
|-----------------|-------|
| Large crystals. | 7.87½ |
|-----------------|-------|

| | |
|--|----|
| Dbl. refd. gran. nitrate of soda, per ton, in carlots, f.o.b. Chicago: | 3% |
|--|----|

| | |
|------------------------|------|
| Granulated, air dried. | .00 |
| kiln dried. | 8.10 |

| | |
|--------------------|-------|
| Medium, air dried. | 9.10 |
| kiln dried. | 10.60 |

| | |
|---|------|
| Rock, carlots, per ton, f.o.b. Chicago. | 8.60 |
|---|------|

| | |
|--------|--|
| Sugar— | |
|--------|--|

| | |
|--|-------|
| Raw sugar, 96 basis, f.o.b. New Orleans. | @3.25 |
|--|-------|

| | |
|-------------------------|------|
| Second sugar, 90 basis. | None |
|-------------------------|------|

| | |
|--|-------|
| Syrup testing, 65 to 65 combined sugar cross and invert, New York. | @ .42 |
|--|-------|

| | |
|-------------------------------------|-------|
| Standard gran. f.o.b. Renners (2%). | @4.30 |
|-------------------------------------|-------|

| | |
|--------------------------------------|-------|
| Packers' curing sugar, 100 lb. bags. | @3.90 |
|--------------------------------------|-------|

| | |
|--------------------------------------|-------|
| Packers' curing sugar, 250 lb. bags. | @3.80 |
|--------------------------------------|-------|

| | |
|-------------------------------|--|
| f.o.b. Reserve, La., less 2%. | |
|-------------------------------|--|

| | |
|-----------------|--|
| Peppermint oil. | |
|-----------------|--|

| | |
|---------------|----|
| Mace, Balsam. | 47 |
| Nutmeg. | 54 |

| | |
|------------------|----|
| Pepper, black. | 11 |
| Pepper, Cayenne. | 21 |

| | |
|--------------|----|
| Pepper, red. | 16 |
|--------------|----|

| | |
|----------------|----|
| Pepper, white. | 18 |
|----------------|----|

SPICES.

(These prices are basis f.o.b. Chicago.)

| Whole. | Ground. |
|--------|---------|
|--------|---------|

| | |
|-----------|----|
| Allspice. | 8½ |
| Cinnamon. | 12 |

| | |
|------------|-----|
| Cloves. | 13½ |
| Coriander. | 7 |

| | |
|-----------|----|
| Cinnamon. | 8½ |
|-----------|----|

| | |
|---------------|----|
| Mace, Balsam. | 47 |
| Nutmeg. | 54 |

| | |
|------------------|----|
| Pepper, black. | 11 |
| Pepper, Cayenne. | 21 |

| | |
|--------------|----|
| Pepper, red. | 16 |
|--------------|----|

| | |
|----------------|----|
| Pepper, white. | 18 |
|----------------|----|

ANIMAL OILS.

| | |
|------------------------|---|
| Prime edible lard oil. | 6 |
|------------------------|---|

| | |
|--------------------------|----|
| Prime inedible lard oil. | 6½ |
|--------------------------|----|

| | |
|----------------|----|
| Hog's fat oil. | 6½ |
|----------------|----|

| | |
|-----------------------|----|
| Prime winterstrained. | 6½ |
|-----------------------|----|

| | |
|-----------------------|----|
| Extra winterstrained. | 6½ |
|-----------------------|----|

| | |
|-----------------|---|
| Extra lard oil. | 6 |
|-----------------|---|

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|-----------------------|---|
| Extra No. 1 lard oil. | 6 |
|-----------------------|---|

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|-----------------|---|
| No. 1 lard oil. | 6 |
|-----------------|---|

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|-----------------|---|
| No. 2 lard oil. | 7 |
|-----------------|---|

| | |
|----------------------|---|
| Acidless tallow oil. | 6 |
|----------------------|---|

| | |
|-------------------|---|
| 20° neatfoot oil. | 6 |
|-------------------|---|

| | |
|--------------------|----|
| Pure neatfoot oil. | 6½ |
|--------------------|----|

| | |
|-----------------------|---|
| Special neatfoot oil. | 6 |
|-----------------------|---|

| | |
|---------------------|---|
| Extra neatfoot oil. | 6 |
|---------------------|---|

| | |
|---------------------|---|
| No. 1 neatfoot oil. | 6 |
|---------------------|---|

| | |
|--|----|
| Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels. | 6½ |
|--|----|

| | |
|---------------|----|
| Sheep tallow. | 6½ |
|---------------|----|

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|---------------|----|
| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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| Sheep tallow. | 6½ |
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|---------------|----|
| Sheep tallow. | 6½ |
|---------------|----|

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|---------------|----|
| Sheep tallow. | 6½ |
|---------------|----|

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

| | Week ended | Cor. week. |
|------------------------|----------------|------------|
| Prime native steers— | Jan. 31, 1934. | 1933. |
| 400-600 | 11½@12½ | 11½@12 |
| 600-800 | 9½@10½ | 11@11½ |
| 800-1000 | 9@9½ | 9@9½ |
| Good native steers— | | |
| 400-600 | 10@10% | 9½@10½ |
| 600-800 | 8½@9½ | 9½@10½ |
| 800-1000 | 8@8½ | 8@8½ |
| Medium steers— | | |
| 400-600 | 9@9½ | 8½@9 |
| 600-800 | 7½@8½ | 8½@8½ |
| 800-1000 | 7½@8 | 7½@8 |
| Heifers, good, 400-600 | 9½@10½ | 8½@10½ |
| Cows, 400-600 | 5½@6 | b@7 |
| Hind quarters, choice | 15 | 16½ |
| Fore quarters, choice | 10 | 9 |

Beef Cuts.

| | | |
|-----------------------------|------|-----|
| Steer loins, prime... | @21 | @17 |
| Steer loins, No. 1... | @18 | @18 |
| Steer loins, No. 2... | @17 | @15 |
| Steer short loins, prime... | @28 | @23 |
| Steer short loins, No. 1... | @23 | @24 |
| Steer short loins, No. 2... | @22 | @18 |
| Steer loin ends (hips)... | @13 | @12 |
| Steer loin ends, No. 2... | @12½ | @12 |
| Cow loins... | @10 | @9 |
| Cow short loins... | @13 | @10 |
| Cow loin ends (hips)... | @9 | @8 |
| Steer ribs, prime... | @18 | @12 |
| Steer ribs, No. 1... | @16 | @11 |
| Steer ribs, No. 2... | @12 | @10 |
| Cow ribs, No. 2... | @7 | @6½ |
| Cow ribs, No. 3... | @6 | @6 |
| Steer rounds, prime... | @10½ | @9½ |
| Steer rounds, No. 1... | @9 | @8½ |
| Steer rounds, No. 2... | @8½ | @8½ |
| Steer chuck, prime... | @9 | @7 |
| Steer chuck, No. 1... | @5½ | @6 |
| Steer chuck, No. 2... | @5 | @5½ |
| Cow rounds... | @6½ | @6½ |
| Cow chuck... | @5 | @5½ |
| Steer plates... | @4½ | @6 |
| Medium plates... | @4½ | @3 |
| Briskets, No. 1... | @7 | @11 |
| Steer navel ends... | @2½ | @3 |
| Cow navel ends... | @2½ | @3 |
| Fond shanks... | @6 | @4 |
| Hind shanks... | @4 | @4 |
| Srip loins, No. 1, bms... | @32 | @28 |
| Srip loins, No. 2... | @29 | @22 |
| Sriploin butts, No. 1... | @17 | @16 |
| Sriploin butts, No. 2... | @14 | @10 |
| Beef tenderloins, No. 1... | @45 | @45 |
| Beef tenderloins, No. 2... | @25 | @40 |
| Rump butts... | @11 | @13 |
| Flank steaks... | @12 | @12 |
| Shoulder clods... | @7 | @7 |
| Hanging tenderloins... | @5½ | @5 |
| Insides, green, 6@8 lbs... | @9 | @10 |
| Outsides, green, 5@6 lbs... | @8 | @7 |
| Knuckles, green, 5@6 lbs... | @8 | @8 |

Beef Products.

| | | |
|-----------------------|-----|-----|
| Brains (per lb.)... | @6½ | @6 |
| Hearts... | @4 | @4 |
| Tongues... | @15 | @14 |
| Sweetbreads... | @14 | @14 |
| Ox-tail, per lb... | @7 | @5 |
| Fresh tripe, plain... | @4 | @4 |
| Fresh tripe, H. C... | @8 | @8 |
| Livers... | @12 | @12 |
| Kidneys, per lb... | @8 | @7 |

Veal.

| | | |
|-------------------|--------|--------|
| Choice carcass... | 10 @11 | 10 @11 |
| Good carcass... | 8 @9 | 8 @9 |
| Good saddles... | 10 @13 | 12 @14 |
| Good racks... | 7 @9 | @9 |
| Medium racks... | 5 @6 | @6 |

Veal Products.

| | | |
|-----------------|-------|-----|
| Brains, each... | 7 @7½ | @5 |
| Sweetbreads... | @35 | @25 |
| Calf livers... | @35 | @25 |

Lamb.

| | | |
|-------------------------|-----|-----|
| Choice lambs... | @16 | @15 |
| Medium lambs... | @14 | @14 |
| Choice saddles... | @19 | @16 |
| Medium saddles... | @17 | @15 |
| Choice foors... | @13 | @12 |
| Medium foors... | @11 | @11 |
| Lamb trios, per lb... | @25 | @20 |
| Lamb tongues, per lb... | @15 | @10 |
| Lamb kidneys, per lb... | @15 | @20 |

Mutton.

| | | |
|--------------------------|-----|-----|
| Heavy sheep... | @5 | @5 |
| Light sheep... | @8 | @9 |
| Light saddles... | @8 | @7 |
| Light foors... | @10 | @12 |
| Light foors... | @4 | @2 |
| Mutton legs... | @6 | @6 |
| Mutton loins... | @8 | @12 |
| Mutton stew... | @3 | @4 |
| Sheep tongues, per lb... | @9 | @10 |
| Sheep heads, each... | @8 | @8 |

THE NATIONAL PROVISIONER

SAUSAGE IN OIL.

| | |
|---|--------|
| Bologna style sausage in beef rounds— | |
| Small tins, 2 to crate..... | \$4.75 |
| Large tins, 1 to crate..... | 5.25 |
| Frankfurt style sausage in sheep casings— | |
| Small tins, 2 to crate..... | \$5.75 |
| Large tins, 1 to crate..... | 6.50 |
| Smoked link sausage in hog casings— | |
| Small tins, 2 to crate..... | \$5.00 |
| Large tins, 1 to crate..... | 6.75 |

DRY SALT MEATS.

| | |
|-----------------------------|-----|
| Clear bellies, 18@20 lbs... | @7½ |
| Clear bellies, 14@16 lbs... | @7½ |
| Rib bellies, 25@30 lbs... | @7½ |
| Fat backs, 10@12 lbs... | @4½ |
| Fat backs, 14@16 lbs... | @6½ |
| Regular plates... | @5½ |
| Butts..... | @4 |

WHOLESALE SMOKED MEATS.

| | |
|--|------|
| Fancy reg. hams, 14@16 lbs... | @14 |
| Fancy skd. hams, 14@16 lbs... | 12 |
| Standard reg. hams, 14@16 lbs... | 12 |
| Picnics, 4@6 lbs... | @10½ |
| Standard bacon, 6@8 lbs... | @12½ |
| No. 1 beef ham, 16 lbs, smoked— | |
| Insiders, 8@12 lbs... | @25 |
| Outsides, 5@10 lbs... | @21 |
| Knuckles, 5@9 lbs... | @24 |
| Cooked hams, choice, skin on, fattened... | @23½ |
| Cooked hams, choice, skinless, fattened... | @23½ |
| Cooked picnics, skin on, fattened... | @15½ |
| Cooked picnics, skinned, fattened... | @15½ |
| Cooked joint roll, smoked..... | @22 |

BARRELED PORK AND BEEF.

| | |
|--------------------------------------|--------|
| Mess pork, regular... | @18.00 |
| Family back pork, 24 to 34 pieces... | @19.00 |
| Family back pork, 35 to 45 pieces... | @18.00 |
| Clear back pork, 40 to 50 pieces... | @15.50 |
| Clear plate pork, 23 to 33 pieces... | @12.00 |
| Brisket pork | @13.50 |
| Beef pork | @13.00 |
| Plate beef | @11.00 |
| Extra plate beef, 200 lb. bbls..... | @12.00 |

VINEGAR PICKLED PRODUCTS.

| | |
|---|---------|
| Regular tripe, 200-lb. bbl... | \$12.00 |
| Honey comb tripe, 200-lb. bbl... | 15.00 |
| Pocket honeycomb tripe, 200-lb. bbl... | 17.00 |
| Pork feet, 200-lb. bbl... | 13.25 |
| Pork tongues, 200-lb. bbl... | 23.00 |
| Lamb tongues, short cut, 200-lb. bbl... | 35.00 |

OLEOMARGARINE.

| | |
|---|-----|
| White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago... | @8½ |
| Nut, 1-lb. cartons, f.o.b. Chicago... | @7½ |
| Pastry, 60-lb. tubs, f.o.b. Chicago... | @9½ |
| Neutral, in tress, f.o.b. Chicago... | @7½ |
| Compound, vegetable, tress, c.a.f... | @6½ |

LARD.

| | |
|---|--------|
| Prime steam, cash, Bd. Trade... | \$5.85 |
| Prime steam, loose, Bd. Trade... | 5.15 |
| Refined lard, tress, f.o.b. Chicago... | 6½ |
| Kettle rendered, tress, f.o.b. Chgo... | 7½ |
| Leaf, kettle rendered, tress, f.o.b. Chicago... | 7½ |
| Neutral, in tress, f.o.b. Chicago... | 7½ |
| Compound, vegetable, tress, c.a.f... | 6½ |

OLEO OIL AND STEARINE.

| | |
|--------------------------------|----|
| Extra oleo oil... | 6 |
| Prime No. 1 oleo oil... | 5½ |
| Prime No. 2 oleo oil... | 5½ |
| Prime No. 3 oleo oil... | 4 |
| Prime oleo stearine, edible... | 4½ |

TALLOW AND GREASES.

| | |
|---|--------|
| (In Tank Cars or Drums.) | |
| Edible tallow, under 1% acid, 45 titre... | 3½@ 3½ |
| Fried tallow, 10% f.t.a... | 3½@ 3½ |
| No. 2 tallow, 40% f.t.a... | 2½@ 2½ |
| Choice white grease... | 2½@ 2½ |
| A-White grease... | 2½@ 2½ |
| B-White grease, maximum, 5% acid... | 2½@ 2½ |
| Yellow grease, 10@15%... | 2½@ 2½ |
| Brown grease, 40% f.t.a... | 2½@ 2½ |

VEGETABLE OILS.

| | |
|---|--------|
| Crude cottonseed oil in tanks, f.o.b. | |
| Valley points, prompt... | 5½@ 5½ |
| White, deodorized... | 5½@ 5½ |
| Yellow, deodorized... | 5½@ 5½ |
| Soap stock, 50% f.t.a., f.o.b. mills... | 4@ 4 |
| Corn oil, in tanks, f.o.b. mills... | 3½@ 4 |
| Soya bean oil, f.o.b. mills... | 5½@ 5½ |
| Cocoanut oil, seller's tanks, f.o.b. coast... | 2½@ 2½ |
| Refined in bbls., f.o.b. Chicago... | 6@ 6½ |

RETAIL SECTION

Meat Store Set Up

Equipment Based on Turnover and Properly Located

By MEAT EXPERT.

EDITOR'S NOTE.—This is the fifth in a series of articles by a recognized meat merchandising authority which THE NATIONAL PROVISIONER offers its tall readers to help them meet a "new deal" situation in which the meat industry is expected to pay more for its raw materials without increasing prices to consumers.

The first article (Nov. 18) discussed "How to Buy Beef"; the second (Nov. 25) gave advice on "Shop Display"; the third (Dec. 23) discussed "Inventories and Shrink"; the fourth (Jan. 13) outlined "Training Store Help."

Modern store equipment is a necessity in the successful operation of a retail meat store.

In the past twenty years many changes have been made in type and style of meat store equipment.

Changes in method of refrigeration, competition, and a demand for sanitary methods have been the major reasons for changes in the design of cases, along with the improvement of vision in display, and better refrigeration of meats.

Metals have taken the place of wood and marble. Lighting has been added to the cases—an improvement essential to good display.

Looks vs. Practicability

Coolers have come in for their share in modernization, such as better air circulation, better distribution of hanging rails and shelving, and the new porcelain finish, which adds to the beauty of the fixture, and is easy to keep clean.

In spite of all the modern improvements available today, many a store is still being set up with

more attention to looks than to practicability of operation.

Too much equipment is a far greater handicap than too little. The store must suffer either from poor display, if under-equipped, or loss in merchandise, labor and shrink, if displaying more case than is practical.

Should Be Based on Turn-Over.

Store set-ups can be based on weekly turnover as follows:

For weekly volume of \$300 to \$500—An 8x8 box, 12 feet of case, 1 chopper, 1 slicer, 1 cash register, 8 feet of backrack, one 30x30 block, one 18x24 block, 1 computing scale.

For weekly volume of \$500 to \$700—An 8x10 box, 14 to 16 feet of display case, 1 chopper, 1 slicer, 1 cash register, 10 feet of backrack, one 30x30 block, two 18x24 blocks, 2 computing scales.

For weekly volume of \$700 to \$1000—A 10x12 box, 16 to 20 feet of display case, 1 chopper, 1 slicer, 1 cash register, 10 feet of backrack, one 30x30 block, two 18x24 blocks, 2 computing scales.

Equipment for larger stores can be based according to turnover, but these figures cover the average retailer.

The diagram on this page shows a store set-up for a turnover of \$700 to \$1,000 weekly.

An All-Purpose Case.

In addition to the meat case of 16 feet, we have added a fish case with cleaner. This can be used for several purposes. During the fore part of the week it can be used for the display of corned beef. On Thursday and Friday it will serve its original purpose, the display of fish. On Saturday it can be used to good advantage for poultry display to meet week-end trade demands.

The fish cleaner can be put to good use over the week end for cleaning poultry away from the public eye.

Be sure to use platters for the corned beef, and keep a separate rack for use when displaying poultry. These methods will keep all fish odors away from other merchandise.

Placing Cooler and Display Cases.

It will be noted from the diagram that we have placed the cooler door opening into the aisle behind the cases, and no display window in the cooler.

Time is essential, therefore every footstep saved will speed up operation. Hence the door opening behind the cases.

Some stores have cooler doors opening into the store. This necessitates two turns, more footsteps, and represents a danger to patrons who might be standing near the out-swinging door.

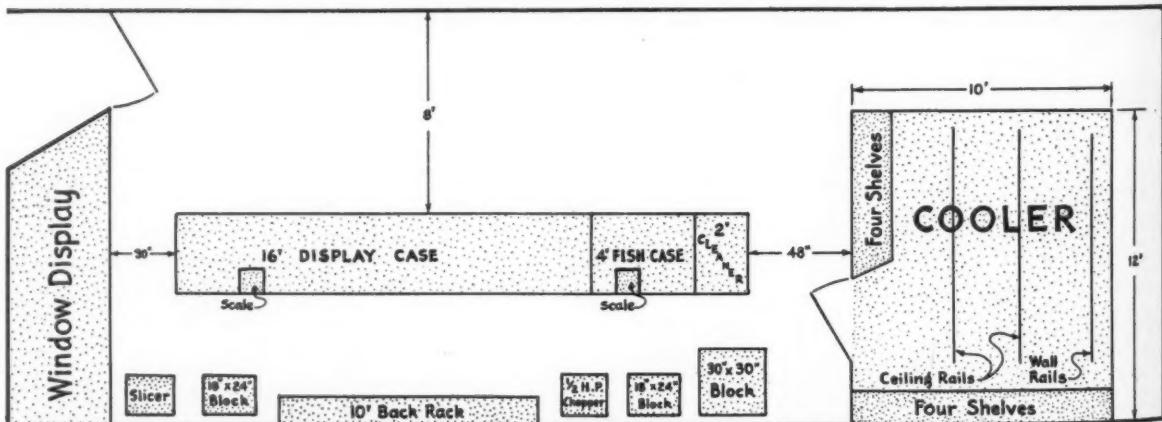
Display windows in coolers are of little value today, with the modern display cases largely in use.

They were originally intended for stores of the old type, with open top, unrefrigerated counters. Windows in the coolers are seldom dressed properly. They take up valuable room in the cooler, entailing expense and energy, with very little result.

Layout Store Space.

Eight feet is the average space allowed for width between the wall and front of the cases. This gives ample space for blocks, scale projections, back rack, etc.

A four-foot space between the cooler and the cases leaves room enough for conveying merchandise to and from the cooler; 30 inches is sufficient between the window and the end of the front case, as there is no traffic here.



STORE SET-UP FOR RETAIL MEAT MARKET WITH TURNOVER OF \$700 TO \$1,000 WEEKLY.

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Leave at least seven feet in front of the cases for the customer aisle—eight or nine feet, if the width of the market will allow it.

A store 15 to 17 feet wide, and 37 to 45 feet deep, will give ample space for a turnover of \$1,000 or more per week.

Locating Store Equipment.

Don't put in 30 feet of case if 14 feet will do. Don't put in a 6x6 box, if you need an 8x10 box. It is more essential to have the proper-sized cooler than the right length of show case.

Plan to eliminate steps.

Don't break the showcase line with blocks. Have blocks placed at the rear, with room at the side, so that men can work facing the customer.

Scales should be placed where the customer can read the dial.

The slicing machine should be placed directly behind the luncheon meat display, which should be at the window end of the case.

Mechanical refrigeration should be used, to insure a more even temperature for both cooler and cases. While ice is practical in the cooler, it is of very little use in cases.

EDITOR'S NOTE.—Other articles on store management will appear on this page. Watch for them.

NEWS OF THE RETAILERS.

Duluth Growers' and Meat Dealers' association have elected their delegates to the state convention to be held at Mankato, Minn., Feb. 18, 19 and 20. They are Carl J. Oestreich, Henry Antilla, Albert Bylund, J. W. Johnson, John Oberg, John Saas, C. A. Peterson, Edward Strange and Miss Edna B. Rasmussen, secretary.

Edward Peterson and his wife have opened a modern grocery and meat market in connection with their bakery at Portage, Wisc.

I. J. Triewiler and Gus Manternach have opened a modern grocery and meat market in Dubuque, Ia., to be known as the Model Food Shop. They have both formerly operated markets in Dubuque.

David Moss has recently opened a new market and grocery in South Bend, Ind., 404 N. Eddy St. He will be assisted by David Spanjer who will be in charge of the meat department.

Andrew Sulka has purchased the meat department of the Rite Way Store at Princeton, Minn.

Kuhl's Grocery, 311 N. 9th St., Manitowoc, Wisc., is adding a meat department to the store.

Meat markets have recently been opened by Jack Williams at Ames, Iowa; Harry Anderson and H. M. Mattutat at Anoka, Minn.; Frank Hanke at 701 E. Keele ave., and Steven Danoff at 2897 S. Delaware ave., both in Milwaukee, Wisc.

Frank Johnson, who sold the Minnetonka Meat Market, Excelsior, Minn., to Joseph Hegerle a year ago, has again taken over the business.

Frank B. Cleary, formerly manager

for Armour and Co. in the Malone, N. Y., area, has opened a meat market at 29 W. Main st., that city. Floyd Rennie, an experienced meat cutter, is associated with him.

The meat market of Wm. H. Addington, Osage, Ia., has been leased to Ervin Albrecht.

A new meat and grocery store has been opened at 2396 Central Ave., Dubuque, Ia., by J. P. Atkinson and A. A. Wimmer.

New officers were installed at a meeting of the Chicago Southwest Retail Meat Dealers Association, Jan. 8. They are as follows: President, Steve Pekarek; vice presidents, John Kriza, James Strosta, John Jirasek; recording secretary, A. J. Kaiser; financial secretary, Jerry Stejskal; treasurer, Frank Zabrowsky; sergeant-at-arms, James Tolar; guard, Charles Zdenek; trustees, Frank Ciha, Anton Stejskal, Michael Vicek; directors, John Kriza, Andrew Sebesta, sr., Frank Shotola, Anton Vorel, Emil Sramek, Steve Komarek and Rudolph Helebrant.

Retail Meat Prices

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

| | NEW YORK | CHICAGO |
|-----------------------|----------------|----------------|
| Beef: | Jan. 15, 1934. | Jan. 15, 1934. |
| Porterhouse steak | .33 .30 | .48 .31 |
| Sirloin steak | .28 .32 | .32 .25 |
| Round steak | .27 .31 | .38 .21 |
| Rib roast, 1st 6 lbs. | .23 .25 | .33 .20 |
| Chuck roast | .16 .17 | .21 .14 |
| Plate beef | .9 .11 | .12 .11 |

| | | |
|------------|----------------|----------------|
| Lamb: | Jan. 15, 1934. | Jan. 15, 1934. |
| Legs | .20 .20 | .23 .19 |
| Loin chops | .33 .35 | .39 .30 |
| Rib chops | .27 .27 | .30 .25 |
| Stewing | .9 .10 | .11 .10 |

| | | |
|--------------------|----------------|----------------|
| Pork: | Jan. 15, 1934. | Jan. 15, 1934. |
| Chops, center cuts | .23 .20 | .25 .20 |
| Bacon, strips | .22 .20 | .28 .18 |
| Bacon, sliced | .27 .26 | .33 .24 |
| Hams, whole | .19 .16 | .22 .17 |
| Picnics, smoked | .12 .11 | .13 .11 |
| Lard | .11 .11 | .14 .09 |

| | | |
|------------------|----------------|----------------|
| Veal: | Jan. 15, 1934. | Jan. 15, 1934. |
| Cutlets | .34 .35 | .46 .28 |
| Loin chops | .27 .29 | .37 .24 |
| Rib chops | .22 .23 | .30 .20 |
| Stewing (breast) | .10 .11 | .16 .10 |

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Feb. 1, 1934:

| FRESH BEEF: | CHICAGO. | BOSTON. | NEW YORK. | PHILA. |
|----------------------------------|---------------|-------------|---------------|-------------|
| STEERS (1) (300-500 LBS.): | | | | |
| Choice | \$10.50@11.00 | | \$10.50@11.00 | |
| Good | 9.00@10.00 | | 8.50@10.00 | |
| Medium | 7.00@ 8.50 | | 7.00@ 8.00 | |
| Common | 5.50@ 6.50 | | 6.00@ 7.00 | |
| STEERS (500-600 LBS.): | | | | |
| Choice | 8.50@10.50 | | 10.50@11.00 | 10.50@11.50 |
| Good | 8.50@ 9.50 | | 8.50@ 9.50 | 9.00@10.50 |
| Medium | 6.50@ 8.50 | | 7.00@ 8.00 | 7.00@ 8.00 |
| Common | 5.50@ 6.50 | | 6.00@ 7.00 | 6.50@ 7.00 |
| STEERS (600-700 LBS.): | | | | |
| Choice | 8.50@ 9.50 | | 10.00@11.00 | 10.00@11.00 |
| Good | 7.50@ 8.50 | 6.50@ 7.00 | 8.50@ 9.00 | 8.00@ 9.50 |
| Medium | 6.00@ 7.50 | | 7.00@ 8.00 | 7.00@ 8.00 |
| STEERS (700 LBS. UP): | | | | |
| Choice | 8.00@ 9.00 | 8.00@ 9.00 | 9.00@10.50 | 9.00@10.00 |
| Good | 7.00@ 8.00 | 7.00@ 8.00 | 8.00@ 9.00 | 8.00@ 9.50 |
| COWS: | | | | |
| Good | 6.50@ 7.00 | 6.00@ 6.50 | 7.00@ 7.50 | 7.00@ 7.50 |
| Medium | 5.50@ 6.50 | 5.50@ 6.00 | 6.00@ 7.00 | 6.00@ 7.00 |
| Common | 4.50@ 5.50 | 5.00@ 5.50 | 5.00@ 6.00 | 5.00@ 6.00 |
| FRESH VEAL AND CALF CARCASSES: | | | | |
| VEAL (2): | | | | |
| Choice | 10.00@11.00 | 12.00@13.00 | 11.50@13.00 | 11.00@12.00 |
| Good | 9.00@10.00 | 10.50@12.00 | 10.00@11.50 | 10.00@11.00 |
| Medium | 8.00@ 9.00 | 8.50@10.50 | 9.00@10.00 | 9.00@10.00 |
| Common | 7.00@ 8.00 | 7.50@ 8.50 | 8.00@ 9.00 | 8.00@ 9.00 |
| FRESH LAMB AND MUTTON: | | | | |
| LAMB (38 LBS. DOWN): | | | | |
| Choice | 15.50@16.50 | 15.00@16.00 | 14.50@15.00 | 15.00@15.50 |
| Good | 14.50@15.50 | 14.50@15.50 | 14.00@14.50 | 14.00@15.00 |
| Medium | 13.50@14.50 | 13.50@14.50 | 12.50@14.00 | 13.00@14.00 |
| Common | | 12.00@13.50 | | |
| LAMB (38-45 LBS.): | | | | |
| Choice | 15.50@16.50 | 15.00@16.00 | 14.00@14.50 | 15.00@15.50 |
| Good | 14.50@15.50 | 14.50@15.50 | 13.50@14.00 | 14.00@15.00 |
| Medium | 13.50@14.50 | 13.50@14.50 | 12.50@13.50 | 13.00@14.00 |
| Common | | 12.00@13.50 | | |
| LAMB (46-55 LBS.): | | | | |
| Choice | 14.50@15.50 | 13.00@14.50 | 13.00@13.50 | 14.50@15.50 |
| Good | 13.50@14.50 | 12.00@14.00 | 12.50@13.00 | 14.00@14.50 |
| MUTTON (EWE) 70 LBS. DOWN: | | | | |
| Good | 6.00@ 7.00 | 8.00@ 8.50 | 7.00@ 8.00 | |
| Medium | 5.00@ 6.00 | 6.50@ 7.50 | 6.00@ 7.00 | |
| Common | 4.00@ 5.00 | 5.50@ 6.50 | 5.00@ 6.00 | |
| FRESH PORK CUTS: | | | | |
| LOINS: | | | | |
| 8-10 lbs. av. | 9.00@10.00 | 9.50@10.50 | 9.50@10.50 | 9.50@10.50 |
| 10-12 lbs. av. | 9.00@10.00 | 9.50@10.50 | 9.50@10.50 | 9.50@10.50 |
| 12-15 lbs. av. | 8.50@ 9.00 | 9.00@10.00 | 9.00@10.00 | 9.00@10.00 |
| 16-22 lbs. av. | 8.50@ 9.00 | 8.50@ 9.00 | 8.50@ 9.50 | 9.00@10.00 |
| SHOULDERS, N. Y. STYLE, SKINNED: | | | | |
| 8-12 lbs. av. | 6.00@ 7.00 | | 7.00@ 8.00 | 7.50@ 8.00 |
| PICNICS: | | | | |
| 6-8 lbs. av. | | 7.50@ 8.00 | | 7.00@ 7.50 |
| BUTTS, BOSTON STYLE: | | | | |
| 4-8 lbs. av. | 7.50@ 8.50 | | 8.00@ 9.50 | 9.00@10.00 |
| SPARE RIBS: | | | | |
| Half sheets | 5.00@ 6.00 | | | |
| TRIMMINGS: | | | | |
| Regular | 3.50@ 4.00 | | | |
| Lean | 7.50@ 9.00 | | | |

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago.
(3) Includes sides at Boston and Philadelphia.

February 3, 1934.

NEW YORK NEWS NOTES.

President Walter Blumenthal of the United Dressed Beef Company is spending a vacation at Miami Beach, Fla.

General manager H. L. Skellinger, Wilson & Co., New York, and Mrs. Skellinger are spending a few weeks at Miami Beach, Fla.

Independent Casing Co., Inc., which formerly had its New York headquarters at 12 Coenties Slip, has moved them to 80 Eighth ave.

Meyer Levine, kosher sales department, New York Butchers' Dressed Meat Company, is spending a few weeks at Miami Beach, Fla.

J. W. Burns, president, United Chemical Organic Products Corporation, and H. E. Frieling, Wilson & Co., Chicago, were in New York last week.

John W. Roberts was a visitor to New York last week for the purpose of arranging for local representation for his company, Roberts & Oake, Inc., Chicago.

Fire having destroyed its plant at Metz street, Brooklyn, the Jacob Dold Packing Co. is now operating as usual at 190 South Elliot Place, corner Atlantic avenue, Brooklyn.

Margaret C. Gayton, for many years sales representative for a large packer at New Haven, Conn., has resigned to take charge of a newly-opened baker supply department for the J. P. Flaherty Co., distributors of Snodriff Wesson oil.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended January 27, 1934, were as follows: Meat—Brooklyn, 66 lbs.; Man-

hattan, 1,213 lbs.; total, 1,279 lbs. Poultrey—Manhattan, 57 lbs.; Queens, 3 lbs.; total, 60 lbs.

S. Oppenheimer & Co., Inc., have opened new sales offices at 110 Hudson st., New York, and have completed arrangements with a conveniently-located warehouse for the storage of products. Effective January 29 the company discontinued its old plant at 466 Washington st.

At the forty-sixth annual meeting of the stockholders of the New York Butchers' Calfskin Association, Ltd., held on January 24 at the Pennsylvania hotel, New York, a six per cent dividend on capital stock and an additional payment of six cents each on calfskins were declared. The three directors, whose terms expired, were re-elected for three years. They are O. E. Jahrsdorfer, Joseph Rossman and Lester Kirschbaum.

The beef sales department, Louis Stern, manager, and Benjamin Strauss, assistant, of the United Dressed Beef Company, held its annual beefsteak party at Webster Hall on January 25, at which were present more than five hundred customers, friends and employees of the company. President Walter Blumenthal and treasurer Irving Blumenthal welcomed the guests and joined enthusiastically in the evening's festivities.

Having enlarged its cooler space so as to be able to add a full line of beef, veal and lamb to its city-cut pork and provisions, the Bushwick Pork Packing Co., North Sixth st., Brooklyn, held an opening on January 28, at which were present a large number of those in meat circles. A. L. Brown is manager of the plant. L. S. Joseph, beef department, and W. J. Garrett, hog buyer, both from Hygrade Food Products Corp., Chicago, were visitors and remained throughout the day.

AMONG NEW YORK RETAILERS.

The open meeting of Eastern District Branch Tuesday evening of this week was devoted to the educational moving and sound picture lecture on the meat industry and store management. A large gathering of retail meat retailers and their wives heard George Stillman, Swift and Company's general sales manager in the East lecture on this interesting subject.

The bunco and card party held by the Ladies' Auxiliary on Thursday of last week in the home of Mrs. William Kittle, Brooklyn, was a social and financial success. The hostesses, Mrs. David van Gelder and Mrs. William Kittle, presented the winner at each table with a beautiful gift and served refreshments. The social was followed by a short business meeting for the purpose of discussing the most appropriate manner of congratulating President Roosevelt upon his birthday and it was decided to send a check for the Warm Springs Foundation.

Principal order of business at the Bronx Branch Wednesday of last week was the installation of 1934 officers by ex-state president Fred Hirsch. David Deerson, Walter Bantz and Fred Hirsch were appointed as an arbitration board.

An employment agency for the benefit of retail meat dealers in Brooklyn has been instituted at 641 Atlantic ave., Brooklyn. It is in charge of Frank Adcock. Mr. Adcock is recording secretary of the Brooklyn Branch.

WOOL MARKET SLOW.

Market at Boston slow on greasy combing wools. There were a few inquiries with not many sales made. The restricted demand is encouraging low bids, but quotations have remained fairly firm. Major interest is still confined to the finer grades of domestic wool. Demand for fine wool has spread over into the Texas group. Eight months wool in small supply is quoted fully up to French comings. Fall wool remains inactive in the grease but is doing a little better in the scoured condition. Bulk of business has been in the several original bag wools moving within a range of 78c to 83c.

Domestic wools were quoted this week as follows:

| Domestic Fleeces, grease basis | | |
|---|-----|--------|
| Ohio & Penn., fine clothing | 28 | 29 |
| Ohio & Penn., fine delaine | 35 | 37 |
| Ohio & Penn., $\frac{1}{2}$ -blood, combing | 36 | 37 |
| Ohio & Penn., $\frac{1}{2}$ -blood clothing | 31 | 32 |
| Ohio & Penn., $\frac{1}{4}$ combing | 42 | 43 |
| Ohio & Penn., $\frac{1}{4}$ combing | 41 | 42 |
| Ohio & Penn., $\frac{1}{4}$ clothing | 37 | 38 |
| Low, $\frac{1}{4}$ combing | 34 | 36 |
| Territory, clean basis— | | |
| Fine staple | .86 | .88 |
| Fine, fine French, combing | .82 | .84 |
| Fine, fine medium, clothing | .80 | .81 |
| $\frac{1}{2}$ -blood, staple | .83 | .85 |
| $\frac{1}{2}$ -blood, staple | .81 | .83 |
| $\frac{1}{4}$ -blood, staple | .73 | .75 |
| Low, $\frac{1}{4}$ -blood | .65 | .67 |
| Texas, clean basis— | | |
| Choice, 12 months | .86 | .88 |
| Average, 12 months | .82 | .84 |
| Fine, 8 months | .78 | .80 |
| Fall | .72 | .73 |
| California, clean basis— | | |
| Northern | .73 | .76 |
| Southern | .72 | .73 |
| Pulled, scoured— | | |
| Choice AA | .98 | .01.00 |
| AA | .95 | .00.97 |
| Fine A | .90 | .00.93 |
| A super | .85 | .00.87 |
| B super | .73 | .00.80 |
| C super | .68 | .00.71 |

A. C. Wicke Mfg. Co.**Complete Market Equipment****NEW YORK CITY**

Main Office and Factory: 406 East 102nd St.

Salesrooms:
425-435 E. 102nd St.Phone Atwater 0880 for all
BranchesBronx Branch:
739 Brook Ave.

February 3, 1934.

THE NATIONAL PROVISIONER

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Sausage at a Profit

(Continued from page 19.)

made from top quality selected meats; processed by men of long experience in quality sausage making and in a plant where the highest ideals of quality, service and cleanliness have always prevailed.

Price is important in these days of close budgeting and careful spending.

But price must always be weighed against value. The Rochester Packing Co. has proved that the public will pay a considerable price differential for a product they are convinced is 'the peak of perfection' in quality.

How Advertising Was Planned.

One of the newspaper educational and consumer demand building advertisements used in this campaign is shown in the illustration on page 17. Others featured Berliner, frankfurters, luncheon loaf, pressed ham, chicken roll, etc.

In practically all cases a special price was offered on the product on Friday and Saturday following publication of the advertisement. In all cases the retail price was given.

Another liver sausage ad headed "Arpeako, Smoked Liver Sausage" continued: "You choose a book by its author, not its title. Who wrote it, not what it is called—that's what you want to know. Buy smoked liver sausage the same way."

"That will lead you to Arpeako. We're proud to put our name on every piece we make. Because we know Arpeako smoked liver sausage is honest choice, fresh ingredients only, scrupulous cleanliness at every step—blood-building liver and its precious vitamins in their most appetizing form."

How Ads Helped the Sale.

An advertisement featuring pressed ham said:

"You get what you pay for in sausage and everything else. Good, honest pressed ham is wholesome food, with a tempting flavor—worth every cent of an honest price."

"We're proud of our pressed ham. Every cut of lean choice pork will bear inspection. Its price is in harmony with its high value as food, its fresh appetizing flavor, its absolute wholesomeness."

"Don't let cheap price fool you. It is not economy to put on your table foods that skimp in quality. If you've been gambling on sausage, begin playing safe today—ask for Arpeako pressed ham."

Calls a Spade a Spade.

One on luncheon loaf said:

"How do you know what's in just anybody's luncheon loaf? When you see it cheaply priced, ask yourself 'How good can it be?'

"Never has Arpeako trifled with foods. Nor made claims that were not true. Easy as it is to make cheap luncheon loaf, Arpeako goes on making the best it knows how. The best can never be too good, where health and energy are concerned."

"You're welcome to watch us make fine, fresh beef and pork into this superb product. Once you taste it you'll never be tempted by cheap price. If

you've been gambling on sausage, begin playing safe today—ask for Arpeako luncheon loaf."

Merchandising the Advertising.

All of the other advertisements in this campaign were conceived and executed not only to educate the consumer in sausage matters, but also to build good will and consumer demand for Arpeako products. Each ad was illustrated with a cut of the product advertised.

Following the appearance of the advertisement in the newspapers reprints were made and furnished to all Arpeako dealers, for mounting on the counter card shown on page 19.

This counter card was headed "The Inside Story of Sausage. Get the truth, get the facts here each week." An arrow pointing to the center panel directed the reader's attention to the ad. The ads were mounted on the card with paper clips, both card and ads being perforated for this purpose.

As Mr. Tobin told in his description of the campaign, window streamers and store cards supplemented the newspaper advertising and the reproduced ad on the counter card.

Educating the Dealer.

Getting the retailer to push sausage products has been one of the difficult tasks of the sausage merchandiser.

Quite often the dealer's attitude toward sausage can be changed with educational work—showing him that this product, with a little effort, can be made one of his most profitable items. Visits to the plant to see how the various products are made and educational literature to impress him with the high food value, palatability, etc., of the particular sausages are also of much value in securing his interest. Educating the dealer was one detail of the Rochester Packing Co. advertising campaign.

The company also went a step further by furnishing dealers a direct sell-

ing aid for each special being featured. These were called "15-Second Profit Talks," and were designed to furnish the dealer with real sales ammunition.

Stresses Health Value of Liver.

One of these talks read:

"People know more today about food values, calories, vitamins, etc., than ever before. They know about the unique value of liver, not only for anemic people but well folks. You can sell more Arpeako smoked liver sausage if you'll take the slight trouble to suggest it as an appetizing way to eat liver. Something like this—

"Do you know, Mrs. . . ., I sell a lot of smoked liver sausage to people who want liver occasionally for its blood-building qualities? Have you ever tried our Arpeako smoked liver sausage? It has all the iron and vitamin value of fresh liver, and many of my customers say they like it much better. It's the Arpeako special this week. I think you'll find its delightful flavor will make you want to order it quite often."

At the bottom of this talk appeared the following statement.

"Will they spend their money in your store? Customers spend 25 per cent of their incomes for food. Every dealer should be alert to make the housewife see that there is no substitute for meat. And what can you recommend more profitably than Arpeako products?"

Sales Value of Suggestions.

Another of these profit talks said:

"Ever notice how clerks in smart chain drug stores work? How invariably they suggest other items while waiting on a customer? They're trained to do it. They have to do it. These big boys know what it means to sales and profits. Try their clever tactics with this week's Arpeako special—ham sausage."

"We have a special on bologna today, Mrs. . . . Here it is. Looks about like anybody's bologna, but it doesn't taste that way. This is Arpeako bologna, or ham sausage, is made of as fine cuts of pork and beef as you'd want for your table. Maybe you'd like to try some and see if it doesn't taste better than you ever thought bologna could."

Arousing Appetite Appeal.

Still a third of these profit talks said:

"This week's ad in our sausage campaign says that twins may look alike and be different every other way. It's talking about frankfurts. Meat markets may look alike, too, but the ones that sell with their heads as well as their hands are the ones that make money. Don't just carry good frankfurters—tell the trade how good they are. Maybe like this—

"Today's the day to buy some frankfurters, Mrs. . . . We are having a special on Arpeako Special Streamers. A good substantial meal that's easy to prepare. If you happen to think that all frankfurters are pretty much alike, I wish you would try this special. I tell my customers they just don't know how good frankfurters can be until they've tried these Arpeako special streamers."

Another article in this series, describing packers' adventures in sausage merchandising and the results achieved, will appear in an early issue of THE NATIONAL PROVISIONER.

Good Looking Wieners

In some localities regulations have been passed prohibiting the use of color on sausage. This means that packers and sausage-makers must get the best color possible as a result of manufacturing and processing.

Some methods of getting good color on wieners or frankfurts where the use of outside color is not permitted have been published in THE NATIONAL PROVISIONER. These suggestions will help you in selecting meats for your product, curing the ingredients, chilling and holding, and finally, smoking and cooking.

If you want this information fill in and mail the following coupon with 5c in stamps:

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago, Ill.

Please send me information on how to make good looking wieners without the use of artificial coloring.

Name

Street

City.....State.....

(Enclosed find 5c in stamps.)

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good \$ 4.75@ 5.25
Cows, common to medium 2.25@ 3.00
Bulls, common to medium 2.25@ 3.25

LIVE CALVES.

Vealers, good to choice \$ 7.50@ 8.50
Vealers, medium 5.50@ 7.00
Vealers, common 3.50@ 5.00

LIVE LAMBS.

Lambs, good to choice \$ 9.00@ 9.50
Lambs, medium 6.75@ 7.00
Ewes 1.25@ 4.00

LIVE HOGS.

Hogs, 160-176 lbs @4.35
Hogs, 245 lbs @3.95
Hogs, heavy @3.50

DRESSED HOGS.

Hogs, 90-140 lbs., good to choice \$ 7.25@ 7.50

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy 10 1/2@11 1/2
Choice, native, light 11 @12
Native, common to fair 9 1/2@10 1/2

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs 10 @11
Native choice yearlings, 440@600 lbs 10 1/2@11 1/2
Good to choice heifers 9 @10
Good to choice cows 7 @8
Common to fair cows 6 @7
Fresh bologna bulls 6 @7

BEEF CUTS.

| | Western. | City. |
|----------------------------|-----------|--------------|
| No. 1 ribs. | 14 @15 | 15 @17 |
| No. 2 ribs. | 13 @14 | 14 @15 |
| No. 3 ribs. | 10 @12 | 12 @13 |
| No. 1 loins. | 16 @20 | 20 @22 |
| No. 2 loins. | 14 @15 | 18 @18 |
| No. 3 loins. | 10 @12 | 12 @14 |
| No. 1 hinds and ribs. | 11 1/2@14 | 12 @15 |
| No. 2 hinds and ribs. | 10 @11 | 11 @12 |
| No. 1 rounds. | 9 @10 | 9 @10 |
| No. 2 rounds. | 8 @8 1/2 | 8 @9 |
| No. 3 rounds. | 7 @7 1/2 | 8 @8 1/2 |
| No. 1 chuck. | 8 @9 | 9 @10 |
| No. 2 chuck. | 7 @7 1/2 | 7 1/2 @8 1/2 |
| No. 3 chuck. | 6 @6 1/2 | 6 @7 1/2 |
| Bolognitas. | 6 @7 | 6 @7 1/2 |
| Rolls, reg. 6@8 lbs. avg. | 22 @23 | |
| Rolls, reg. 4@6 lbs. avg. | 17 @18 | |
| Tenderloins, 4@6 lbs. avg. | 50 @60 | |
| Tenderloins, 5@6 lbs. avg. | 50 @60 | |
| Shoulder clods. | 11 @12 | |

DRESSED VEAL.

Good 10 @12
Medium 9 @10
Common 7 @8

DRESSED SHEEP AND LAMBS.

Lambs, prime to choice 14 1/2@15
Lambs, good 13 1/2@14
Lambs, medium 12 @13
Sheep, good 7 @8
Sheep, medium 5 @6

FRESH PORK CUTS.

| | |
|---|----------|
| Pork loins, fresh, Western, 10@12 lbs. | 10 @11 |
| Pork tenderloins, fresh. | 20 @21 |
| Pork tenderloins, frozen. | 18 @20 |
| Shoulders, Western, 10@12 lbs. avg. | 7 1/2 @8 |
| Butts, boneless, Western. | 9 @10 |
| Butts, regular, Western. | 8 1/2@9 |
| Hams, Western, fresh, 10@12 lbs. avg. | 11 @12 |
| Picnic hams, Western, fresh, 6@8 lbs. average | 7 @8 |
| Pork trimmings, extra lean. | 10 @11 |
| Pork trimmings, regular 50% lean. | 6 @6 1/2 |
| Spareribs. | 6 1/2@7 |

SMOKED MEATS.

| | |
|--------------------------------------|---------------|
| Hams, 8@12 lbs. avg. | 13 1/2@14 1/2 |
| Hams, 10@12 lbs. avg. | 13 1/2@14 1/2 |
| Hams, 12@14 lbs. avg. | 14 @15 |
| Picnics, 4@6 lbs. avg. | 9 1/2@10 1/2 |
| Picnics, 6@8 lbs. avg. | 9 1/2@10 1/2 |
| City pickled bellies, 8@10 lbs. avg. | 11 1/2@13 1/2 |
| Bacon, boneless, Western. | 15 1/2@17 |
| Bacon, boneless, city. | 14 1/2@15 1/2 |
| Rolllettes, 8@10 lbs. avg. | 12 1/2@13 1/2 |
| Beef tongue, light. | 22 @25 |
| Beef tongue, heavy. | 24 @26 |

FANCY MEATS.

| | |
|------------------------------------|-------------|
| Fresh steer tongues, untrimmed. | 15c a pound |
| Fresh steer tongues, l. c. trim'd. | 30c a pound |
| Sweetbreads, beef. | 60c a pound |
| Beef kidneys. | 8c a pound |
| Mutton kidneys. | 10c each |
| Liver, beef. | 15c a pound |
| Oxtails. | 20c a pound |
| Beef hanging tenders. | 10c a pair |
| Lamb fries. | |

BUTCHERS' FAT.

| | |
|----------------|----------------|
| Shop fat. | 50 per ewt. |
| Breast fat. | 75 per ewt. |
| Edible suet. | 1.25 per ewt. |
| Inedible suet. | 61.00 per ewt. |

GREEN CALFSKINS.

| | |
|--|--------------------------|
| 5-9 9 1/2-12 1/2 12 1/2-14 14-18 18 up | |
| Prime No. 1 veals | 1.85 1.95 2.00 2.25 |
| Prime No. 2 veals | 1.40 1.70 1.80 1.85 2.00 |
| Buttermilk No. 1 | 1.30 1.60 1.70 1.75 ... |
| Buttermilk No. 2 | 1.20 1.50 1.60 1.65 ... |
| Branded grubby | .70 .90 1.00 1.05 1.15 |
| No. 3 | .70 .90 1.00 1.05 1.15 |

BUTTER.

| | |
|------------------------------|------|
| Creamery, extras (92 score). | @22% |
| Creamery, mats (91 score). | @22% |
| Centralized (90 score). | @22% |

EGGS.

(Mixed Colors.)

| | |
|------------------------------------|------------|
| Special packs or henry selections. | 24 1/2@25 |
| Standards. | 24 |
| Flirts. | 23 @23 1/4 |

LIVE POULTRY.

| | |
|------------------------------|--------|
| Fowls, colored, via express. | @15 |
| Fowls, Leghorn. | 10 @13 |
| Chickens, Rocks. | 14 @15 |

DRESSED POULTRY.

| | |
|---|--------|
| FRESH KILLED. | |
| Fowls-fresh-dry packed—12 to box— | |
| Western, 60 to 65 lbs. to dozen, lb. | 16 @19 |
| Western, 45 to 54 lbs. to dozen, lb. | 13 @17 |
| Western, 45 to 47 lbs. to dozen, lb. | 13 @16 |
| Western, 38 to 42 lbs. to dozen, lb. | 13 @15 |
| Western, 30 to 35 lbs. to dozen, lb. | 12 @14 |
| Western, 30 to 35 lbs. to dozen, lb. | 10 @13 |

| | |
|---|------------|
| Chickens-fresh-dry pckd.—12 to box— | |
| Western, 60 to 65 lbs. to dozen, lb. | 16 @19 |
| Western, 45 to 54 lbs. to dozen, lb. | 13 @17 |
| Western, 45 to 47 lbs. to dozen, lb. | 13 @16 |
| Western, 38 to 42 lbs. to dozen, lb. | 12 @15 |
| Western, 30 to 35 lbs. to dozen, lb. | 12 @14 1/2 |

| | |
|----------------------|-----------|
| Ducks— | |
| Long Island, frozen. | 15 1/2@16 |

| | |
|----------------|--------|
| Squabs— | |
| White, per lb. | 30 @45 |

| | |
|-----------------|--------|
| Turkeys, No. 1— | |
| Young toms. | 21 @26 |
| Young hens. | 19 @25 |

| | |
|--------------------------------------|------------|
| Fowls, frozen-dry pckd.—12 to box— | |
| Western, 60 to 65 lbs., per lb. | 15 @16 1/2 |
| Western, 45 to 54 lbs., per lb. | 12 @16 |
| Western, 45 to 47 lbs., per lb. | 12 @15 |

| | |
|---------------------|----------------------|
| Local slaugtherers— | |
| Cattle. | 10,191 9,871 8,352 |
| Calves. | 14,972 13,671 11,180 |
| Hogs. | 52,771 53,022 51,915 |
| Sheep. | 64,542 62,248 60,080 |

BUTTER AT FOUR MARKETS.

| | |
|---|--|
| Wholesale prices of butter at Chicago, New York, Boston and Philadelphia, week ended Jan. 25, 1934: | |
| Scores 93 92 90 88 | |

| | |
|--|--|
| Chicago 20 1/2-21 20 19 1/2 18 1/2 | |
| New York 20 1/2-21 20 19 1/2 19 | |
| Boston — 21 20 19 1/2 19 1/2 | |
| Phila. 21 1/2 21 19 1/2 — | |

| | |
|---|--|
| Wholesale price carlots-fresh centralized butter—90 score at Chicago: | |
| Scores 90 89 88 | |

| | |
|------------------------------------|--|
| Chicago 19 1/2 19 1/2 18 1/2 | |
| New York 19 1/2 19 1/2 19 | |
| Boston 20 1/2 — — | |
| Phila. — — — | |

| | | |
|--------------------------------------|------------|---------------|
| Receipts of butter by cities (tubs): | | |
| This week. | Last week. | Since Jan. 1. |

| | | |
|------------------------------------|---------|---------|
| Chicago 19,255 18,180 22,865 | 144,620 | 172,385 |
| N. Y. 45,430 42,413 55,097 | 251,055 | 289,587 |
| Boston 11,578 13,899 14,592 | 69,911 | 77,769 |
| Phila. 16,218 16,884 17,733 | 86,614 | 95,421 |

| | | |
|-----------------------------|---------|---------|
| Total 92,481 91,376 110,287 | 552,200 | 635,162 |
|-----------------------------|---------|---------|

| | | |
|-------------------------------|--------------|------------------|
| Cold storage movement (lbs.): | | |
| In Jan. 24. | Out Jan. 24. | On hand Jan. 25. |

| | |
|--|-----------|
| Chicago 189,803 986,195 39,498,539 | 6,230,969 |
| N. Y. 525,705 424,063 13,231,696 | 2,036,110 |
| Boston 1,500 10,596 1,580,495 | 606,163 |
| Phila. 1,320 18,391 437,223 | 493,087 |

| | |
|------------------------------------|-----------|
| Total 728,328 1,439,235 54,747,753 | 9,366,329 |
|------------------------------------|-----------|

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

| | |
|--|------------|
| Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: | |
| February to June, inclusive. | @ \$25.00 |
| Ammonium sulphate, double bags, per 100 lbs., f.o.s. New York. | @ nom. |
| Blood, dried, 10% per cent. | 2.20 |
| Fish scales, dried, 11% ammonia. | 2.80 & 10c |
| B. P. L. f.o.b. fish factory. | 2.75 & 10c |
| Fish guano, foreign, 13@14% ammonia, 10% B. P. L. | 2.25 & 10c |
| Fish scrap, acidulated, 6% ammonia, 3% A.P.A. Del'd Bait. & Norfolk. | 2.15 & 10c |
| Soda nitrate, per net ton, February to June. | |
| in 200-lb. bags. | @ 24.50 |
| in 100-lb. bags. | @ 26.20 |
| Tankage, ground, 10% ammonia, 15% B. P. L. bulk. | 2.25 & 10c |
| Tankage, unground, 9@10% ammonia. | 2.15 & 10c |

Phosphates.

| | |
|---|---------|
| Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f. | @ 25.00 |
| Bone meal, raw, South American, 4½ and 50 bags, per ton, c.i.f. | @ 25.00 |
| Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat. | @ 8.00 |
| Potash. | |
| Manure salt, 30% bulk, per ton. | @ 19.15 |
| Kainit, 14% bulk, per ton. | @ 9.70 |
| Muriate in bags, per ton. | @ 37.15 |
| Sulphate in bags, per ton. | @ 42.15 |
| Prompt shipment. | |

Dry Rendered Tankage.

| | |
|---|----------------|
| 50% unground. | @ .45 |
| 60% ground. | @ .50 |
| | |
| BONES, HOOFs AND HORNS. | |
| Round shin bones, avg. 48 to 50 lbs., per 100 pieces. | 75.00 @ 85.00 |
| Flat shin bones, avg. 40 to 45 lbs., per 100 pieces. | @ 65.00 |
| Hoof or striped hoofs, per ton. | 45.00 @ 50.00 |
| White hoofs, per ton. | (2) 100.00 |
| Thigh bones, avg. 85 to 90 lbs., per 100 pieces. | @ 70.00 |
| Horns, according to grade. | 75.00 @ 200.00 |

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Jan. 27, 1934, with comparisons:

| Week ended | Prev. week. |
|-----------------------------|-------------------------------|
| West. drsd. meats: Jan. 27. | Jan. 27. |
| Steers, carcasses. | 8,003 9,580 8,229 |
| Cows, carcasses. | 718 688 822 |
| Bulls, carcasses. | 102 187 159 |
| Veals, carcasses. | 10,437 11,271 10,900 |
| Lambs, carcasses. | 37,318 37,634 36,722 |
| Mutton, carcasses. | 2,218 1,922 1,881 |
| Beef cuts, lbs. | 465,434 507,286 489,054 |
| Pork, lbs. | 2,718,107 2,774,144 2,500,324 |

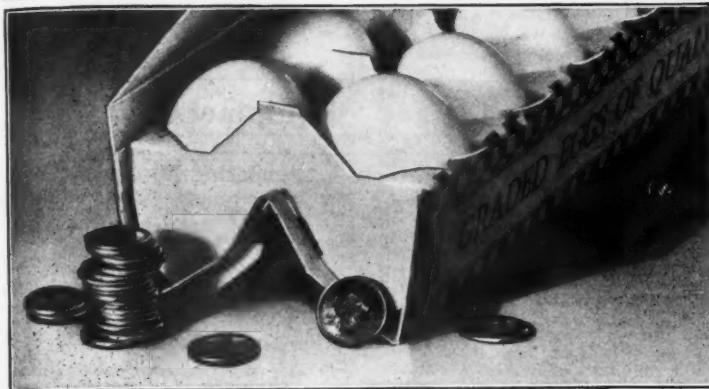
| | |
|---------------------|---------------------|
| Local slaugtherers: | |
| Cattle. | 1,896 1,801 1,703 |
| Calves. | 3,193 2,422 3,202 |
| Hogs. | 5,308 19,484 18,422 |
| Sheep. | 20,784 7,021 6,823 |

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended Jan. 27, 1934, with comparisons:

| Week ended | Prev. week. |
|-----------------------------|-------------------------|
| West. drsd. meats: Jan. 27. | Jan. 27. |
| Steers, carcasses. | 2,817 2,815 2,183 |
| Cows, carcasses. | 1,980 1,800 1,864 |
| Bulls, carcasses. | 10 48 37 |
| Veals, carcasses. | 726 1,245 1,135 |
| Lambs, carcasses. | 20,185 22,681 17,354 |
| Mutton, carcasses. | 1,458 812 597 |
| Pork, lbs. | 366,391 381,924 481,464 |

EXTRA PENNIES



PROFIT WHEN YOU USE THIS CARTON

A Few Well Known Users

Swift & Company
Armour and Company
Wilson & Co.
Morris & Co.
Cudahy Packing Co.
National Tea Co.
American Stores Co.
Young's Market Co., Inc.

Southern Grocery Stores, Inc.
Economy Grocery Stores Corp.
The Kroger Grocery & Baking Co.
Washington Co-op. Egg & Poultry Assn.
Beatrice Creamery Co.
The Fairmont Creamery Co.
Golden State Milk Products Co.
Bordens Farm Products Co.
Bowman Dairy Co.
Land-O'-Lakes Creamery.

EGGS packed in SELF LOCKING Cushion Cartons are not chained down to current market prices; you can get an extremely liberal premium above the market. That's because this package makes EGGS LOOK like they are WORTH MORE money. It clearly conveys the atmosphere of class, of superiority—and folks have always been glad to pay EXTRA for these features.

Standardize on SELF LOCKING Cushion Cartons and enjoy extra pennies profit on every dozen.

Free samples gladly sent upon request.

SELF-LOCKING EGG CUSHION CARTONS
SELF-LOCKING CARTON CO.
589 E. Illinois St. CHICAGO Phone Superior 3887

Better Lard Tubs and Woodenware By Merrill



WRITE
FOR
PRICES

Merrill
Woodenware
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Merrill Wisc.

I. C. Co.
SHURSTITCH
Sewed
CASINGS

Importers

SAUSAGE CASINGS

Exporters

New York London Hamburg

INDEPENDENT CASING COMPANY
1335 West Forty-Seventh Street, Chicago, Illinois

DRIVE your cares away!

"I want a room in a garden . . . facing the sea or a bay. I want to swim in the surf; sail in a boat; golf where the fairways border the water; canter along a Silver Strand; go deep-sea fishing; or—when the spirit moves — motor down to a foreign land."

Send for your
copy of new pic-
torial booklet . . .
it's free.

HOTEL del CORONADO
CORONADO BEACH Coronado California
ACROSS THE BAY FROM SAN DIEGO

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Plant Mgr., Production Engineer

Reduces costs through surveys of all plant departmental operations; also power and refrigeration. Temporary or permanent. Scientific methods used. Service pays for itself in savings. Graduate industrial engineer with packinghouse experience. Allow me to submit specific details without obligation. W-488, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Plant or Branch Manager

Fifteen years' experience operating branch houses in West, North, East, New England. Sales promotion, sausage manufacturing, smoked meat department, curing experience; full fresh meat and beef, veal, lamb experience. References. Now manager large New England full-line house. Age, 34. Last 12 years with large national operator. Will go anywhere. W-489, The National Provisioner, 300 Madison Ave., New York City.

Miscellaneous

Curing Formulas

Chicago superintendent who has perfected S.P. and dry cure will reveal details and furnish implements and instructions for simplified Nitrite test. Fee very reasonable. FS-474, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Will Rent or Invest in Pack. Plant

Will rent or invest in small growing packing plant. Must be in or near large Eastern city. Would also consider small growing wholesale business. W-492, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Here is a page of opportunities.
Take advantage of them.



Liberty Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Men Wanted

Sausagemaker

Position open for experienced sausagemaker specializing in liver sausage, summer sausage and pork sausage. German preferred, with experience abroad. Good opportunity for right man. Write A. Bormann, 4150 Fullerton Ave., or telephone Capital 0710.

Beef Man

Wanted, man who knows beef to take charge of beef box and sales at small plant in central Indiana. W-491, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Casing Salesman

Experienced casing salesman wanted by leading casing import house to cover Pacific Coast states. Must have good selling record. Furnish references and particulars first letter. W-481, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Equipment Wanted

Refrigerated Trailers

For sale, 5 refrigerated trailers, 6 to 10-ton capacity. Cost \$2,200 to \$3,000 each when new; our resale price, a fraction thereof. Also two 4-H Model Reo tractors, cost \$3,300 each. Will sell for \$500 each. FS-490, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

Rendering Equipment

For sale, Recessed Filter Presses, all sizes; Lard Rolls; Dopp Jacketed Kettles; Hammer Mills; Disintegrators; Melters; Cookers; Mixers; Ice Machines; Boilers; Pumps; etc. Send for latest bulletin. What machinery have you for sale? CONSOLIDATED PRODUCTS CO., INC. 14-19 Park Row, New York City.

Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

Sausage Machinery

For sale, one 200-lb. sausage stuffer; one 400-lb. sausage stuffer; one No. 43-A "Buffalo" motor-driven silent cutter; one 600-lb. capacity Hottmann motor-driven Kutmixer; one bias bacon slicer. All perfect condition. FS-487, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Hog Scraper

Wanted, Baby "Boss" or 10X hog scraper. Must be in good condition and price must be low. W-449, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Lard Roll

Wanted, used lard roll about 28 inches by 48 inches complete with picker trough, feed trough, pump, strainer, filler, etc., to operate by direct expansion. Must be first-class condition. W-478, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallow

Stock Foods
Calf Heads
Cracklings

Pulled Wool
Pickled Skins
Packer Hides

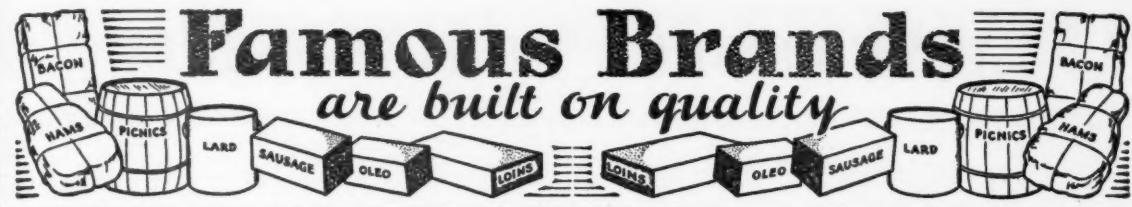
Calf Skins
Horns
Cattle Switches

Selected Beef and Sheep Casings
NEW YORK CITY

43rd & 44th Streets
First Ave. and East River

Telephone

Murray Hill 4-2900



14 Plants
Strategically Located

HONEY BRAND

Hams — Bacon

Spiced Ham Luncheon Meat

Pork Beef Veal Lamb Sausage Specialties

Hygrade Food Products Corporation

3830 S. Morgan St., Chicago, Ill.



Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-409 West 13th Street

Hams
Bacon
Lard
Delicatessen

WHITE LILY BRAND HAMS AND BACON

"Try 'em—they're different"

DUNLEVY-FRANKLIN COMPANY, PITTSBURG, PA.

EASTER BRAND

Meat Food Products

25 Metcalf St.

The Danahy Packing Co.

Buffalo, N. Y.

foods of Unmatched Quality

ESSKAY
QUALITY

HAMS — BACON

LARD — SAUSAGE

SOUTHERN ROSE SHORTENING

The Wm. Schluderberg-T. J. Kurde Co.
Meat Packers

Baltimore, Md.

C. A. Durr Packing Co., Inc.

Utica, N. Y.

Manufacturers of



**HAMS
BACON
FRANKFURTS**

QUALITY Pork Products That SATISFY

**LARD
DAISIES**

SAUSAGES

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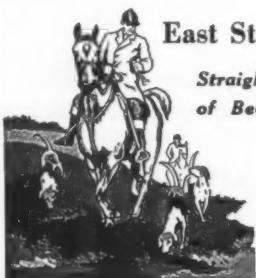
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